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California Maintains an Efficient Meat Inspection*

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ONE OF THE OUTSTANDING ACHIEVEMENTS resulting from recent legislation in California was the enactment of an effective state-wide meat-inspection law. Fortunately this act is so drawn that it has the united support of producer, consumer, and middleman. This favorable condition, so happily existing, is indeed noteworthy.

Wholesome meat, as determined by proper inspection, is a most valuable food product. This, combined with high quality, creates an increased demand, furthers the development of the live-stock industry, and contributes to the health of the meat-consumer.

Meat Inspection in Ancient Times

It has been recognized for ages that the health of humans may be endangered through the consumption of meat from diseased animals. Therefore the necessity for meat inspection is by no means a new idea. As far back as the history of man extends, we find this precautionary measure more or less in operation. So thoroughly was it established in ancient times that information as to the date of its origin is unknown.

The Egyptian food laws are the first we find in history, the priests being judges of the meats, as they were among the Israelites later when the Mosaic food laws came into effect. In both instances, hogs—at that time nature's scavengers—were pronounced unclean, as were all other animals the diets and habits of which were insanitary.

According to the histories of Greece and Rome, we find strict regulations regarding meat, which were

enforced by police in the markets. In Germany the first records relating to any system of meat inspection are those of the twelfth century, in which a butchers' guild is mentioned as having received certain regulations, which, as in the earlier instances, were enforced by the authorities of the church. In the thirteenth and fourteenth centuries the regulations became more specific in their mention of diseases which might render meat unfit for human consumption; but such regulations were local in their application, and lacked the uniformity and scientific system needed to make them effective.

Near the end of the eighteenth century, when veterinary schools were first given serious consideration, inexperienced research carried on therein led to the teaching that no danger threatened the human system from consumption of meat of diseased animals, and for a time the idea of meat inspection lost its importance in the public mind. However, it was not dropped entirely, but was carried on in a local form, slowly developing as science grew more accurate in its discoveries.

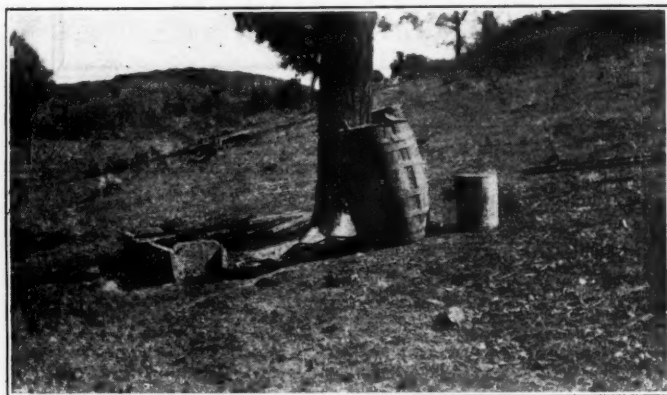
Exports Create Demand for Inspection

In the latter half of the nineteenth century the meat industry of this country reached a point in its growth where it demanded a foreign market, and an export trade, including all kinds of meat products, was gradually established; but unfortunately the presence of trichinæ in bacon and other hog products created a panic among the continental consumers. Italy took prohibitive measures against such meats, and Austria, Germany, and France quickly followed. A year later, for other reasons, Great Britain passed

*It should be noted that this system of meat inspection provided by the State of California is supplementary of the federal inspection of such meats as move in interstate commerce.—EDITOR.

regulations against the entry of American cattle. This condition existed for a decade, when the need of an export market became so imperative that, in 1890, Congress passed an act providing for inspection of salted pork and bacon, and in 1891 another act, more stringent in its requirements.

In the meantime the Bureau of Animal Industry had been established (in 1884), and attempted to



A PRE-INSPECTION "SLAUGHTER-HOUSE"

find means for the control of animal diseases which were excluding American exports from coveted foreign markets, and meat inspection to accomplish the desired result was added to the duties of the bureau. Plans for carrying out the new system were immediately prepared, and ten days later meat inspection was inaugurated in the City of New York. At the completion of the first fiscal year twenty-eight establishments were operating under federal inspection. It took some months to prove to the scientific authorities of European countries that this inspection offered a satisfactory guarantee, but finally the ban was lifted, and export trade was again resumed, with redoubled vigor.

The demand from foreign countries for the higher standard of quality secured through inspection had begun to set the American people thinking, and the policy of inspection was soon adopted by packers engaged in a strictly domestic business; thus illustrating, even through this source, what has already been said—inspection stimulates demand.

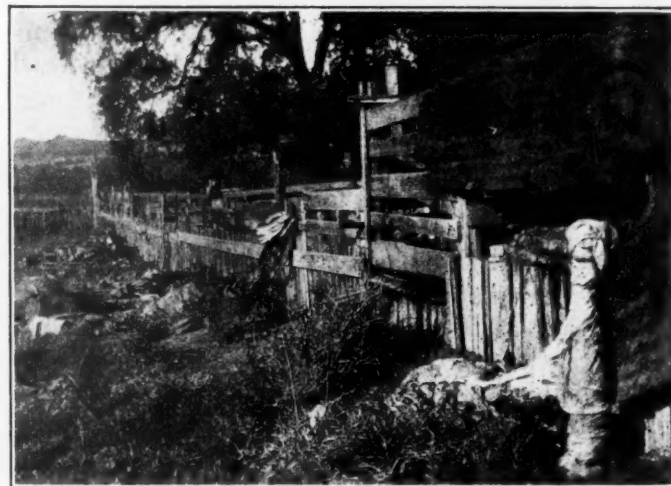
A thorough meat-inspection system has fully demonstrated the necessity for the protection of the public, insuring not only meat which is free of disease, but meat and its products prepared under the best sanitary conditions known to modern science.

California Meat Inspection Law

It was such information on the subject of meat inspection which induced State Senator B. F. Rush, of Suisun, California, to introduce a bill during the legislative session of 1921, providing for the protection of the health of meat-consumers and raising the standard of the slaughter business in California. His

argument for the necessity of such a measure was so forcefully presented and strongly supported by the California Cattlemen's Association that it passed, and it is now known as the California Meat Inspection Law. This is probably the most effective and far-reaching law of its kind ever enacted in any state for the protection of public health. The California Department of Agriculture is responsible for the enforcement of the act, and the Division of Animal Industry, through co-operation with the butchers, has proceeded to carry its provisions into effect in such a way that investments of butchers and producers, as well as the health of meat-consumers, are given proper consideration. It was quite obvious in the beginning that, if this could not be done, the danger of working unnecessary hardships on the slaughtering industry might materially reduce our meat supply. To avoid this, the nucleus of a meat-inspection force was organized and a campaign of education conducted, affording butchers an opportunity to familiarize themselves with modern sanitary procedures, which would yield a greater profit than that accruing from obsolete and insanitary methods. This project was carried out effectively, and has resulted in the adoption of the required modern methods of cleanliness by all slaughterers. Inspections of all slaughter-houses are regularly made, and the appointments of these establishments are undoubtedly of a higher standard than those required in other states.

No one should assume that the enforcement of



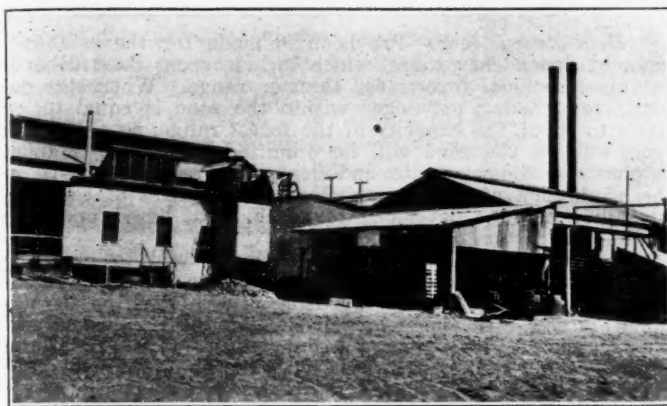
ANOTHER OLD-TIME SLAUGHTERING PLANT

this law requires the construction of elaborate plants or the expenditure of unusual investments in operating, but it does require all slaughtering plants, including even the smallest, to be operated in a clean manner and to follow all sanitary procedures. In addition, the law enables the State Department of Agriculture to conduct careful post-mortems of all slaughtered animals in cities or counties desiring such

service, thus insuring a perfect meat supply to the public in localities where such inspection is compulsory.

Popularity of Act

The popularity and growth of meat inspection in California have been remarkable. Twenty cities and two entire counties are now enjoying its benefits by having their meat supply safeguarded by the inspections of animals on foot and at the time of slaughter. All meats sold therein must bear the legend of the stamp of the California Department of Agriculture or other approved inspection. Over forty slaughtering establishments, located in various parts of the state, are now operating under this inspection, where



PACIFIC LAND AND CATTLE CO.'S SLAUGHTER-HOUSE
Imperial, California—Operating under State Inspection

all slaughtering and meat-processing is conducted under continual supervision of state inspectors. The butchers deserve great credit for their willingness in improving sanitary methods of slaughtering, handling, and processing meats, and the public is afforded the greatest possible protection against the sale of unwholesome meats. This condition is directly reflected in the increased amount of meat consumed, for the reason that guaranteed quality and wholesomeness always insure increased consumption of any food product. Butchers operating under inspection report a noticeable increase in business.

The extent of this work is indicated by its remarkable growth since the year 1922, during which year the numbers of animals inspected at the time of slaughter were as follows:

Cattle	29,284
Calves	26,490
Sheep	56,330
Hogs	34,500
Goats	658
Total	147,265

Total number condemned as unfit for food.....	959
Parts of carcasses condemned as unfit for food	18,701
Total number of pounds condemned.....	421,531

The increase in this service has been truly marvelous, and, to indicate the value placed on it by the

public, the comparison is made between last year's figures and the figures for the first five months of the current year, when 264,171 animals were inspected by this service:

Cattle	51,040
Calves	47,736
Sheep	104,397
Hogs	61,144
Goats	864

Total 264,171

Total number condemned as unfit for food.....	1,518
Parts of carcasses condemned as unfit for food	33,307
Total number of pounds condemned.....	755,349

Animals condemned for tuberculosis in 1922 numbered 520 cattle and calves, and 315 hogs. Condemnations for various other diseases totaled 51 cattle and calves, 29 sheep, and 38 hogs.

With the appreciation manifested by the public, and the support given the meat-inspection law by the butchers and cattlemen, it is fair to assume that within a short time the major portion of the entire meat supply of the State of California will be produced under a most searching state inspection conducted in modern sanitary plants. This is a condition not believed to exist in any other state, but the practicability of the thorough application of this work is already demonstrated in California.

How the System Works

When it devolved upon the California Department of Agriculture to enforce this law, it became necessary to issue special rules and regulations, so that definite plans for obtaining results would be effective. This accomplished, bulletins were published covering necessary sanitary requirements, rules governing the actual work of inspection, as well as a guide in the remodeling of old and the construction of new buildings, so that those engaged in the slaughtering business might receive all possible assistance in adjusting their methods to conform to the new requirements.

If the citizens of any city or county desire a complete system of meat inspection under this law, it becomes necessary for them to pass an ordinance prohibiting the sale of meat or meat-food products within the limits of such city or county, unless such meats bear the legend "Cal. Insp'd & P's'd" or "U. S. Insp'd & P's'd," or a similar legend by an approved municipal inspection department.

As soon as all preliminary arrangements have been completed and actual inspection begins, the plant is given an official number. The inspector in charge is supplied with official stamps bearing this number, and forms for reporting all inspections before and after slaughter. These reports are made in duplicate and provide a complete record.

Wherever such a system of inspection is maintained the consumer is afforded adequate protection

against the eating of unwholesome meats, producers are assured a larger market by increased consumption, and butchers are provided a greater volume of business.

A careful review of the act and its operation encourages the belief that it is by far the most important legislation dealing with meat inspection since the Federal Meat Inspection Law was enacted in 1906. Its operation—so satisfactory to producer, slaughterer, and consumer—justifies the prediction that other states will copy a part, if not all, of its provisions.

With the decline in per-capita consumption of meat during late years, every encouragement should be given to stimulate a greater use of this nutritious product. The public displays a greater relish for foods known to be wholesome, and the inspection of meat is rapidly assuming an importance heretofore unrealized by consumers.

THE GRAZING MEETING AT DENVER

ON JUNE 25-27 the stock-growers' committee of six appointed at the Ogden conference met in Denver with Chief W. B. Greeley, Will C. Barnes, and C. E. Rachford, of the Forest Service, for the discussion of the proposed revision of the rules and regulations governing grazing on the national forests. As previously told in these columns, the membership of the committee had the following composition: Fen S. Hildreth, of Arizona, Vernon Metcalf, of Nevada, and Richard Dillon, of Colorado, for the cattlemen, and F. R. Marshall, of Utah, Worth Lee, of Idaho, and M. B. Otero, of New Mexico, for the sheepmen. Besides these, W. S. Whinnery, of Colorado, member of the Advisory Board of the American National Live Stock Association, Ben M. White, president of the Colorado Stock Growers' Association, and other representatives of the live-stock industry, took an active part in the discussion. On the morning of the first day Secretary of Agriculture Henry C. Wallace was present and spoke briefly.

In presenting the new rules, Colonel Greeley said:

"In revising the old Manual, an attempt has been made to simplify the regulations, instructions, and procedure; to place greater responsibility upon field officers; and to make such changes as the committee on the revision of the Manual thought essential to greater stability in the use of national-forest ranges. The number of regulations has been reduced from twenty-eight to nineteen. Overlapping and duplication of instructions have been eliminated. An attempt has been made to secure a more logical arrangement."

Among the more important changes approved by the Forester and the stockmen's committee are the following:

Ten-Year Permits.—As has been previously announced, the secretary has approved the issuance of ten-year permits for the full established preferences of permittees, beginning with the calendar year 1925. These permits will be subject to readjustment at the expiration of the first five years. A reduction for protection of the range, forest, or watersheds can be made at the end of any year during the term-permit period. A reduction of not to exceed 10 per cent for the admission of new qualified Class A applicants and increases to small owners can be made at the expiration of the first five years; provided, however, that the reduction for protection does not equal or exceed 10 per cent. In the event that the reduction for protection does equal or exceed 10 per cent, no reduction for distribution purposes will be made.

Waiver of Preferences.—The new regulations contemplate that a preference may be waived in connection with the sale

of dependent commensurate ranch property or live stock, or both.

Crossing Permit.—A charge will be made for all crossing privileges in excess of a five-day period. The charge for crossing permitted stock will be covered in the regular grazing permit.

Protective Exemption—Maximum Limitation.—A new limit, called "exemption limit," is inserted in the Manual. This limit is to provide for the permittee engaged primarily in live-stock production. The limit will represent an economic herd of stock, determined by the established custom of the locality. The protective limit will apply hereafter to the diversified farmer class; but both protective and exemption limits may be established for areas where both classes of permittees are involved.

Pooling and Dissolution of Interests.—The pooling or dissolution of interests is allowed without reduction where no change in ownership of stock actually occurs, but where the change is simply in the form of ownership.

Renewal to Estates.—No reduction will be made in the division of an estate if it descends to the immediate family—father, mother, or children. The new regulations also provide for sale within the immediate family and waiver of preferences without reduction.

Dependency Zone.—Provision is made for the establishment of dependency zones, which include areas most dependent upon national forests for summer range. Where the demand for grazing privileges within the zone is equal to, or likely to equal, the capacity of the forest range, no applicants from outside the zone will be admitted. The new Manual emphasizes commensurate and dependent ranch property in the acquisition of grazing privileges. Standards of commensurability may be developed for each area, based upon the established custom of the locality.

Grazing Fee.—The Forester is authorized to prescribe such rules as may be necessary to determine just and reasonable rates to be charged for grazing of live stock on the national forests. In the determination of these rates careful consideration will be given the following: (1) a proper use of the grazing resources to best serve the public interest; (2) reasonable consideration of value of the forage to the users; (3) effect of the rates on the stock-raising industry. All grazing fees above \$10 may be paid in two equal instalments—one before the opening of the grazing season, and the other on a date to be determined by the district forester.

During the meeting considerable opposition was expressed by the stockmen present to basing the fees on the "commercial value" of the grazing, as proposed by the Forest Service, it being felt that a strict application of such a basis would work an injustice to most of the users of the forests and be out of harmony with the purpose for which these were created. After considerable debate, it was decided to substitute the words "just and reasonable" for "commercial," and further to qualify the phrase as in the preceding paragraph.

The new regulations will now be laid before the various state live-stock associations for further suggestions, after which the final revision will be made by the officials of the Forest Service at Washington and the completed draft reviewed by the solicitor of the department before it is submitted to the Secretary of Agriculture for approval.

CATTLE-FEEDING EXPERIMENTS IN KANSAS

BY JAMES E. POOLE

KANSAS IS A CATTLE COUNTRY. Without beef-making its great pastoral interests could not exist; but it is also a finishing area, capable of producing enormous crops of roughage and corn, especially in favorable seasons. Only by the beef-making route can this product be made marketable; therefore cattle-feeding, after the most approved methods, is essential. In one respect Kansas is well located for feeding, owing to its close proximity to the western breeding-ground, which in a measure offsets its comparative remoteness from eastern beef-consumption centers.

The third week of June I went to Manhattan, the seat of the Kansas Experiment Station, to visualize the conclusion

of an interesting and instructive test in handling calves in the feed-lot by C. W. McCampbell and W. R. Horlacher. Last fall five lots of calves, grown at the Fort Hayes Experiment Station, were put on feed at Manhattan to test the comparative merits of varying quantities of cottonseed meal in a ration of shelled corn, alfalfa hay, and cane silage. One lot thus fed received no meal, the second was given half a pound daily, the third a pound, the fourth one and a half pounds, and the fifth two pounds.

Results may be briefly stated. The lot receiving 1 pound daily gave better financial results by over \$1 per head than the 2-pound lot, not to speak of the substantial economy in feed resulting from reducing the expensive concentrate part of the ration 50 per cent. On the Kansas City market this lot sold within 15 cents per cwt. of the 2-pound lot. The bunch fed without cottonseed showed the least profit and sold at the lowest price.

This ration made daily gains ranging from 2.01 pounds daily on the lot fed only corn, hay, and silage, to 2.32 pounds where 2 pounds of cottonseed were fed; but, as the lot fed only 1 pound of meal made a daily gain of 2.3 pounds, the economy of the limited ration is obvious. Cost of feed per 100 pounds of gain was \$7.86 in the case of the bunch fed no meal, \$7.95 where 1 pound was used, and \$8.89 on the 2-pound ration.

Such yearling cattle fed as were these typify the kind of beef most in demand at the market. They were appraised in the feed-lot by a competent Kansas City salesman at a range of \$9.10 to \$9.75 per cwt., and cost as calves \$8.50 laid down. Initial weights were 339 to 357 pounds, and selling weights 807 to 871 pounds. Feed cost per head was \$35.67 to \$46.46.

To verify the result, subsequent experiments along the same line will be necessary; but it has been amply demonstrated that a nitrogenous concentrate is essential in such a ration, if maximum results are sought.

For beef-making purposes west of the Missouri River cane silage has demonstrated its superiority over the corn article. "Wherever climatic conditions are suitable to cane, it is by far the most profitable," said Dr. McCampbell. "At Manhattan last year we produced 18 tons of cane to 10 tons of corn silage. In 1921, which was a favorable year, the comparison was 12 tons of corn to 23 tons of cane silage. The latter has a distinct advantage in the matter of palatability, and is a drought-resister, producing a stand in dry, hot weather that would be impossible with corn. During the dry summer of 1918 we grew 9½ tons of cane to 3 tons of corn silage per acre."

The western cattle country is confronted with the problem of maturing at an early age, either as long yearlings or as two-year-olds, a larger percentage of the cattle it raises. This is not practicable everywhere, but over considerable of the region west of the one-hundredth meridian it can be done; consequently the wintering problem is a live one. This does not mean that what can be done in the lower altitudes of Kansas can be duplicated elsewhere; the problem must be worked out in accordance with local conditions, varying with altitude, latitude, humidity, and agricultural conditions; but the real problem is to get an all-the-year-round movement, approximately at least, of the western cattle crop, avoiding thereby the stereotyped September-to-November gluts that have been a feature to the trade since its inception. When everybody goes to gathering cattle in the fall, trouble at the market invariably ensues, especially for the kind constituting the majority. And the fact cannot be disputed that there is no longer a stable market for the old-style type of grass beef, demonstrated as it has been recently on the Kansas City market, where fed Texas cattle with quality have realized \$10 per cwt., while inferior grassers from the same territory have been slow sale at \$5 to \$5.50. Quality and condition

in combination never counted for as much as now; which will probably be true for all time, as demand is for good beef, and processing a common steer costs as much as in the case of a good one. The first step is to eliminate the common steer; the second, to send the annual crop to the butcher well conditioned, either as a yearling or as a two-year-old. The steer that spends more than two winters chewing the cud will prove a losing proposition.

These cattle finished at the Kansas Experiment Station represent the last word in beef production to date. The substantial increase while in the feed-lot, together with low cost of making gains compared with heavy cattle, tells the story of economy, which is further indicated by a labor income per steer ranging from \$7.67 in the case of the lot fed no cottonseed meal to \$11.79 on the lot fed one pound daily.

The next test at Manhattan will be awaited with interest.

THE OUTLOOK FOR GRASS CATTLE

J. E. P.

WESTERN BEEF-MAKING PROSPECTS are excellent; the prospective market is another matter. Texas grassers did not get a warm reception from killers, fair-to-good grassers selling on the Fort Worth market at \$4.25 to \$5.50, while fed bullocks were eligible to \$9 to \$9.50. At Chicago the market for common fed steers began slipping early in June, and got no better right along, many such cattle overstaying the good market existing before the advent of Texans. From now on there will be an abundance of grass beef, as Oklahoma is following close on the heels of Texas, and Kansas pastures will begin disgorging at no distant date. The Northwest will be late, but, if information coming from that source is reliable, will contribute more beef than last year.

Liquidation west of the Missouri River has by no means run its course. Southwestern pastures were filled, the carriers figuring on evacuating about 16,000 carloads between fat stuff and feeders before frost comes. The middle and northwestern pastoral area will gather cattle numerous, in response to admonition from the cashier's office to step up and settle. Good corn-fed beef may be scarce enough to give the western grass article a better footing at the market than last year, but it is a cinch bet that killers will buy westerns as low as possible, especially if they are under the necessity of putting the product away in freezers to await winter and spring trade. Labor, fuel, and other conversion costs are high, and carrying charges have multiplied since the war. To make matters worse, the public is discriminating against frozen grass beef.

There is this difference between present and prospective cattle supply conditions now and a year ago: At that time the whole Corn Belt was engaged in an effort to dissipate a grain surplus that must have been exaggerated from the facile manner in which it has disappeared. Nearly every feed-lot in the Corn Belt contained a drove of long-fed steers awaiting an outlet, whereas such cattle are now rare; otherwise they would not be selling around or above \$11. And at this moment there is no furore over making short-fed cattle for the September-to-December market, affording another striking contrast with a year ago; so that, with assured scarcity of long-feds and no surplus of short-feds, grassers may get an inning. In that event feeders may get busy at Missouri River markets, creating competition on fleshy westerns. So many things may happen, and not all of them can possibly be unfavorable. Condition of the crop of beef gathered in the Northwest will undoubtedly have much to do with its appraisal.

Another probable angle of the prospect is a hunger for common horned steers. Every critter of that kind acquired by

feeders last fall has made good money in the finishing process. Disgusted by the bad performance of heavy steers with quality, many Corn Belt feeders last fall adopted the policy of getting as many cattle as possible for their money, which put them in possession of a lot of cheap bovine scalawags that in the finality of the transaction showed margins ranging from \$4 to \$5 per cwt. As it is a custom to shoot at the same mark, it will be logical to expect a broad market for such cattle next fall, especially as popular demand in beef-making circles right now is for something cheap. These common light cattle, when properly conditioned, make excellent beef and come to market at a period when yearlings are scarce.

Demand for western beef-bred calves is conjectural. A full, if not excessive, purchase was made by the Corn Belt last fall—in fact, it was a buying furore; and in a liquidation tumult during May and June thousands of yearlings have been cashed, short of flesh, at prices that did not remunerate feeders for the board bill. While finished little cattle have sold at \$11 to \$11.40, thousands in thin flesh have had to take \$8.50 or less, and these operators will, in many cases, be out of the calf market. Calf values are, however, determined largely by the yearling market of September and October, together with corn-crop prospects. Every short run has advanced little cattle \$1 per cwt., and there has been no difficulty vending the product, so that a \$10 to \$11 market later in the season is a strong probability, as they get better at that period.

Canada will have some cattle for the United States market. At least one Alberta operator contemplates keeping his offering off the market during the congestion period by renting an Illinois feed-lot and contracting an acreage of new corn, on which western cattle do well. The experiment will be worth watching, and, if successful, could be emulated by western cattlemen generally, enabling them to avoid the sacrifice or bargain sale set up every fall when Chicago, Omaha, and St. Paul are gorged with grassers.

WYOMING STOCKMEN MEET

WHILE THE ATTENDANCE at the fifty-first annual convention of the Wyoming Stock Growers' Association, held in Cheyenne on June 5 and 6, was not very large, the meeting from every point of view was an important and enjoyable one. President J. L. Jordan opened the program with an eloquent appeal for increased membership, pointing out the benefits flowing from the organization to members and non-members alike, especially through the recovery of estrays. (Extracts from Mr. Jordan's address will be found below.) Among the other speakers were John Painter, of Roggen, Colo., president of the American Hereford Breeders' Association; A. E. de Ricqles, of Denver, president of the American Live Stock and Loan Company; Edward N. Wentworth, of Armour & Co., Chicago; J. W. Higgins, of Sioux City; Dr. A. W. French, state veterinarian of Wyoming; James Christensen, representing the Packers and Stock-Yards Administration, Denver; F. W. Beier, of the Department of Agriculture; and R. M. Hagen, secretary of the California Cattlemen's Association, representing Fred H. Bixby, president of the American National Live Stock Association.

Resolutions were adopted—

Protesting against reduction of tariff on Canadian feeder cattle, advocated by American Farm Bureau Federation;

Declaring present commission rates to be excessive, and favoring closer relations between shippers and commission firms in interest of better classification of shipments;

Demanding repeal of section 15-a of Transportation Act and restoration of powers of state over intrastate rates;

Favoring passage by Congress of law providing for leasing such portions of unoccupied public domain as have rental value as grazing lands;

Urging War and Navy Commissary Departments to purchase only American-grown meats;

Asking state press to present truth regarding wool duty and real causes of advancing clothing prices;

Recommending calling legislature in extra session for purpose of re-enacting Farm Loan Act in constitutional form;

Expressing appreciation of splendid work done by retiring secretary, Miss Alice Smith.

With the exception of Miss Smith, all the officers were re-elected, as follows: J. L. Jordan, of Cheyenne, president; John E. Patrick, of Sheridan, vice-president; W. C. Irwin, of Douglas, treasurer. As successor to Miss Smith, who retires as secretary after forty years' service with the association, Dr. B. F. Davis, of Cheyenne, former state veterinarian and manager of the Frontier Days Celebration, was named. The 1924 convention will be held at Wheatland.

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EXTRACTS FROM PRESIDENT JORDAN'S ADDRESS

"Many of you know, of course, that this association is the only agency in existence in this state for the protection of the stockmen at market points. There are many conflicting claims which require a great deal of time and letter-writing to straighten out. Even then it is very often impossible to effect a settlement. We have a great many false claims. For instance, in several cases we have had persons going to market with a bill-of-sale for a certain animal, and when the animal was clipped by our inspectors, and another brand appeared, they have gone back home and sent in a second bill-of-sale for the same animal with the brand the inspectors found on it. This, you will see, necessitates the holding of these funds, sometimes for an indefinite period, and in some cases the ownership can never be determined.

"There has been a great deal said recently about the association holding funds for estrays, the millions we have remitted counting as nothing, in the minds of our detractors, in comparison with the small amount held. It is impossible not to accumulate a fund from the sale of stray cattle. Because this is a protective association, we have received proceeds of estrays belonging, not only to our members, but to hundreds of stockmen throughout the state, who have been paid promptly for their cattle, and for unknown stray cattle as well. Most of the complaints have come from persons who, for the last thirty years, have received the protection of this association without contributing one cent toward its support.

"Commission men at the various market centers tell me that they could not do business at all without the inspection and the protection given them, not only through brands, but in the help they receive on mortgages. Every commission man who sells a shipment is given, without cost to him, a tally on the brands, the ownership of the cattle, and information as to whether or not they are mortgaged. If they are mortgaged, he is given the information as to whom they are mortgaged to, and the proceeds are disposed of accordingly. The commission firms realize that this is the only organization which is looking after this particular part of the business. At the same time, however, they are so anxious to hold their customer that they remit direct to the doubtful owner and do not give us the credit for catching the animal. There is just one way to handle this business: The proceeds should go through only one channel, and that is the Wyoming Stock Growers' Association.

"I want to impress upon the minds of the public that all this work has been done entirely at the expense of this association, without a cent of cost to the state. The funds for carrying it on are derived from entrance fees, annual dues, and assessments that members pay on their cattle; and also by making contracts with other associations to do their inspecting.

"Every owner of cattle, in every county in the state, has been sent an invitation each spring to join this association and contribute toward its support. A great many we never hear from, because they are getting the protection without expense to themselves. This, of course, is unjust. It has cost the association approximately \$50,000 a year for the last few years to maintain this work, and it has come to a point now where we are unable to continue it, at an increased expense, for the entire state. In my judgment, we have got to charge the non-member for whom we catch an stray at least an average of the cost of catching it at the market center.

"There has been a great deal said as to whom this stray money rightfully belongs. In my opinion, this is an inherit-

ance of the cowmen of this state, collected by this association, and it should be used in defraying the expenses of the inspection. After a certain length of time, if we are unable to find the rightful owner, it has been our custom to turn proceeds of the unknown estrays over to the State Board of Live Stock Commissioners—purely as a sort of clearing-house—to be advertised. In that way the public would get it from an official source—at all times with the understanding that these funds, less the proved claims, should be turned back to the association to pay its inspectors. While much has been said about local inspection, no effort has been made to take over the market inspection and defray its cost. In fact, the stockmen of this state would prefer to do this work themselves, thereby eliminating it entirely from politics.

"The ownership of these estrays is very often determined by the Board of Live Stock Commissioners, as well as by the Stock Growers' Association, from affidavits sent in by persons making a claim. In my opinion, a great many of these affidavits are rank frauds.

"I am aware of the fact that it is almost impossible to keep politics out of an organization of this kind. We have been subjected to much criticism, both verbal and through the newspapers. Our detractors—all of them stockmen, I regret to say, and former members of the association—fail to realize that by these untrue and damaging reports they are undermining an organization which has been of the greatest benefit to their business.

"It has frequently been said that the presidency of the association is used as a stepping-stone to the governorship of this state. Let me state emphatically that I have no such ambition. My only interest in being president is to foster the stock industry in general, and at the same time do my share of the work that has to fall upon someone.

"I wish to make an appeal for co-operation, both to members and non-members. Here is a point you cannot afford to overlook: When you get a great body of men bound together in a common cause, working for a single purpose, it is impossible to overestimate their strength. Such a power is irresistible, and what they can accomplish is positively unlimited. Our industry has been through trying times; but, if we will all co-operate, I am sure we shall soon see the light."

THE OREGON CONVENTION

JUNE 4 AND 5 were the dates of the tenth annual convention of the Cattle and Horse Raisers' Association of Oregon, which this year was held at Union. A highly interesting program had been arranged, and the entertainment features excelled all past efforts. Especially notable were the stockmen's dance, the cowboy breakfast, and the many musical selections.

In his annual address President William Pollman referred to the fact that for the past three or four years he had been predicting better conditions for the live-stock industry; but time had proved him a poor prophet. While cattle had been sold for less money in days gone by than they were bringing at present, cost of production had so materially increased that losses today were heavier than at any time in the past. He could not see any chance of great improvement in the immediate future, except through some system of orderly marketing and an increase in the per-capita consumption of meat. The recent Farm Credits Act passed by Congress in his opinion was too cumbersome. What the producer needs is retrenchment, rather than new loans, and a fair price for his product.

Governor C. C. Moore, of Idaho, followed Mr. Pollman, and O. M. Plummer, general manager of the Pacific Live Stock Exposition at Portland, concluded the list of speakers for the first day.

On the second day E. N. Kavanagh, assistant district forester at Portland, talked on "Grazing Developments on the National Forests," in the place of Colonel W. B. Greeley, who was unable to be present. "Live-Stock Freight Rates in the Northwest" was the subject of Arthur M. Geary, attorney for the Northwestern Shippers' League. R. M. Hagen, secretary of the California Cattlemen's Association, represented President Bixby, of the American National Live Stock Association,

and gave an address. "The Future of Beef-Cattle Producers" was dealt with by Walter M. Pierce, governor of Oregon.

Resolutions were passed—

Indorsing THE PRODUCER;
Commending efforts of Forest Service to rid range of worthless horses running at large;

Urging more active support of Northwestern Live Stock Shippers' Traffic League;

Authorizing president to appoint committee of three to work for adjustment of live-stock rates in Northwest to basis obtaining elsewhere;

Requesting federal government to adopt principle of reimbursing associations and individuals for funds expended in range improvements on national forests;

Condemning action of American Farm Bureau Federation in petitioning for reduced import duty on Canadian stocker cattle;

Instructing president and committee to be named by him to co-operate with California Cattlemen's Association in promotion of orderly marketing;

Declaring that work of American National Live Stock Association has been "of incalculable value to live-stock raisers," authorizing contribution to that organization, and urging every stockman in Oregon to become a member of it;

Asking legislature to enact law for inspection of hides of animals believed to have been stolen;

Instructing legislative committee to prepare bill providing for inspection of all stock removed from state by any method;

Requesting district attorneys of state to commence proceedings against those who have failed to record their brands;

Commending action of National Live Stock and Meat Board in establishing and advertising "Meat for Health Week;"

Advocating that parts of Idaho and Oregon shipping to Portland and Seattle markets be divided into districts, each to be assigned a separate market day, in the interest of equalizing receipts throughout the week;

Thanking President Pollman and officers of association for work in behalf of members.

Following is the resolution concerning THE PRODUCER:

"RESOLUTION 1

"WHEREAS, The American National Live Stock Association has for the past four years published THE PRODUCER, a monthly magazine, in the interest of the live-stock industry; and

"WHEREAS, This monthly publication has been found most valuable in the information it has given, has been a great benefit to the live-stock raisers of Oregon, and should continue to be placed in the hands of each member of the association; therefore be it

"Resolved, That one dollar (\$1.00) of the annual dues of each member of this association now in good standing be paid by the secretary to THE PRODUCER, to cover the subscription price of this paper for each member."

All the officers of the association were re-elected: William Pollman, president; F. A. Phillips, first vice-president; Walter M. Pierce, second vice-president; William Duby, treasurer; S. O. Correll, secretary; Gerry Snow, brand inspector. The 1924 convention will be held at Baker.

CONVENTION OF NEBRASKA STOCKMEN

BAD WEATHER did not dampen the ardor of the Nebraska stockmen, who met in annual convention at Alliance on June 8, in one of the best meetings that the state organization has held for many years. A particular feature of the program was the three-day rodeo, given under the auspices of the American Legion.

In the absence of President Robert Graham, his annual address was read by Lloyd Thomas, secretary of the Alliance Chamber of Commerce. Mr. Graham told of his attendance at the conferences in Omaha with the commission men, where the matter of charges had finally been left to be arbitrated by Messrs. Dagger and Gore, and urged more harmonious relations between producers and the market agencies. He also

spoke of the ineffectual attempts, in which he had taken part, at adjusting freight rates between the interior of Nebraska and Missouri River markets, expressing the conviction that eventually more equitable rates would be established. He recounted the activities of the association in behalf of its members during the past year, making a strong plea for increased support, and voiced his protest against the action of the American Farm Bureau Federation in petitioning for the reduction of the duty on Canadian cattle.

Other speakers were Governor Charles W. Bryan, who said that he had come to the convention in order to learn of the needs of the stockmen, that he might the better co-operate with them; Congressman Robert G. Simmons; A. N. Mathers, former speaker of the Nebraska House of Representatives; Clark H. Hayes, inspector-in-chief of the Bureau of Animal Industry for Nebraska, and Dr. J. M. Simpson, representative of that bureau at Alliance; W. B. Tagg and Dr. W. T. Spencer, of the South Omaha Live Stock Exchange; Dr. W. J. Embree, chief veterinarian of the Western Weighing and Inspection Bureau, Chicago; A. D. Lute, secretary of the Nebraska Farm Bureau Federation; Charles O. Robinson, of the firm of Clay, Robinson & Co., Chicago; Edward N. Wentworth, of Armour & Co., Chicago; Byron Clark, chief of the legal department of the Burlington Railroad, Omaha.

Resolutions passed—

Opposed request of Iowa packers for reduction in freight rates on packing-house products from Mississippi River to eastern seaboard points to level of those in effect on live stock;

Emphasized need of careful scrutiny of all governmental expenditures and elimination of all governmental inefficiency;

Expressed sympathy at death of John Diemer.

Robert Graham, of Alliance, was unanimously re-elected president; E. H. Reid, of Mitchell, vice-president; and Charles C. Jameson, of Lakeside, secretary-treasurer. North Platte will be the convention city in 1924.

SOUTH DAKOTA STOCK GROWERS MEET

THE THIRTY-SECOND ANNUAL MEETING of the Western South Dakota Stock Growers' Association convened at Rapid City on June 12, with a somewhat limited, but fully representative attendance of live-stock producers and allied interests. Addresses were delivered by Henry Wertheimer, of Chicago; C. H. Reynolds, assistant general superintendent of the Chicago & Northwestern Railway, and F. W. Beier, representing the Department of Agriculture. In an exhaustive report, Secretary Stewart deplored the fact that during the last two decades the live-stock industry, contrary to what had been accomplished in other lines of business, had made very little advancement. This, he thought, was due in part to a lack of organization and concerted action, but more especially to an unwarranted extension of credit, which was drastically curtailed at a critical moment. He spoke of the extensive work performed by the association in the recovery of estrays for its members, recounted its other activities, and made an earnest plea for more active support to carry it over the shoals of the present depression.

Officers were elected as follows: James T. Craig, of Belle Fourche, president; Thomas Jones, of Midland, vice-president; F. M. Stewart, of Buffalo Gap, secretary-treasurer.

ARKANSAS VALLEY SHEEP FEEDERS MEET

A SPECIAL CALL by President Gerick for the Arkansas Valley Sheep Feeders' Association to meet at Las Animas on June 30 brought out, not only nearly all its members, but many non-members as well. Matters of general interest connected with sheep-feeding were discussed. It was shown that

a number of feeders did not make any money last season. Those who were fortunate enough to dig out had profits running from 32 cents to \$1.25 a head—the most anybody made.

It was agreed that no lambs would be contracted before September 1. By that time it would be possible to have some idea as to what prices would be on corn and hay. When the season opened last year, corn was worth 30 cents a bushel; when it closed it was worth 85 cents. Most of the feeders are of the opinion that the high price of wool was the only thing that prevented serious loss, and that lambs must be bought for less money this fall.

COLORADO STOCKMEN PROTEST AGAINST "COMMERCIAL BASIS"

VIGOROUS OPPOSITION to fixing forest grazing fees on a "commercial basis" was expressed in a resolution passed by the Western Slope Stock Growers' Protective Association at its annual session in Glenwood Springs on June 16. The stock-grower, it was pointed out, has no direct voice in determining the rates. Local conditions must be taken into consideration, and basing the fee on the value of grazing outside the forests is liable to lead to prohibitive and unjust charges. Aside from this point, the tentative changes suggested for the Grazing Manual were approved.

A leasing system for grazing rights on the unappropriated public domain that would give a preference to present users and to individuals owning land in the immediate vicinity of such domain, under the administration of the Secretary of the Interior, was favored. The meeting requested a change of the minimum carload weight on cattle from 26,000 to 24,000 pounds, freight charges to be made on that basis, and urged co-operation with the California market as an outlet for Colorado shippers.

ARMOUR-MORRIS HEARINGS ADJOURNED

PRESENTATION of the government's case in the Armour-Morris deal, which has been in progress since April 30, was completed in Chicago on June 21, and adjournment taken until September 11, when the Department of Agriculture will present its final evidence—probably at Washington. With respondents yet to be heard, it is believed that the hearings will extend well into the fall.

The main point stressed throughout the hearings by Walter L. Fisher, attorney for the government in charge of the case, was the danger to competition which would result from the consolidation.

THE CALENDAR

- July 24-27, 1923—Frontier Days Celebration, Cheyenne, Wyo.
- August 27-29, 1923—Annual Ram Sale, Salt Lake City, Utah.
- September 3-8, 1923—Interstate Fair and Live Stock Show, Spokane, Wash.
- October 1-6, 1923—National Swine Show, Peoria, Ill.
- October 2-5, 1923—World's Dairy Congress, Washington, D. C.
- October 20-28, 1923—San Francisco National Live Stock Show, San Francisco, Cal.
- November 3-10, 1923—Pacific International Live Stock Exposition, Portland, Ore.
- November 17-24, 1923—American Royal Live Stock Show, Kansas City, Mo.
- December 1-8, 1923—International Live Stock Exposition, Chicago, Ill.
- January 1-5, 1924—Ogden Live Stock Show, Ogden, Utah.
- January 15-17, 1924—Twenty-seventh Annual Convention of American National Live Stock Association, Omaha, Neb.
- January 19-26, 1924—National Western Stock Show, Denver, Colo.

THE PRODUCER

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IN THE INTEREST OF THE

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BY THE

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GENERAL BUSINESS CONDITIONS

THROUGHOUT JUNE there was a steady decline in railroad and industrial shares and bonds, aggressive short selling by professional operators and heavy liquidations, rather than any new developments in the economic and financial situation, being responsible for the break. The feeling of optimism in the security market earlier in the year was followed in April and May by a period of caution and conservatism; and this seems to have changed into a fear that something might happen that would disastrously affect even standard securities. Fear has the same effect on the financial corpus as it has on the health of the human body.

While there are many cross-currents affecting trade and industry, there is nothing, as we view it, which indicates any general slump in business or points to hard times. Labor is still well employed; the output of most manufacturing industries has not shown any declining tendency; railroad car-loadings for June established a new record. There have been some price concessions, both at wholesale and at retail, which should have been made sooner. Undoubtedly there is a slowing-up in scattered lines of industry, but not to an extent that warrants the prevailing pessimism in the stock market. At the close of June there were a slightly better trend in the reports of the jobbing and retail trades, a larger volume of buying in the steel industry, and continuance of activity in building on old operations, with a keen demand for constructive materials of all kinds. Coal production has continued large, fear of a wage strike in the

anthracite fields spurring the buying of this product. The quietness in shoe-manufacturing is reflected in lower prices for hides. Cotton-goods production is slightly less. Pig iron is easier. Less activity is noticeable in the oil fields, with lower prices. The wool market is practically unchanged. Decline in the price of grains of all kinds is the big disquieting factor in commerce, as it seriously impairs the prosperity and buying power of the agricultural classes.

Crop prospects improved somewhat during June. The wheat harvest will be less than last year, and in many sections the quality will be lower, while corn production promises to be about the same as in 1922. Foreign demand for wheat continues slow; but, as this country will have less of this grain for export than in 1922, there should be no burdensome supply. All grains are selling at less than cost of production. Hogs are away below their value, based on the corn ratio.

Bank clearings showed a slight decline compared with May, but are about on a level with the same period last year. Foreign exchanges, especially European, were heavy, sterling falling to a new level for this year. Call money is higher, to meet July distributions. Business failures continue large in number and amounts involved.

Bradstreet's food index number for the week ending June 30, 1923, was \$3.13, compared with \$3.18 for the previous week and \$3.27 for the corresponding week in 1922.

STABILITY OF NATIONAL-FOREST RANGES

WE HAVE FORMED THE HABIT of attaching the idea of a more or less unstable element to that portion of the live-stock industry related to and dependent upon the national-forest ranges. Various factors have doubtless contributed to this impression, among them: (1) the primary purposes in the establishment of the forests, which are the growing of timber and protection of watersheds, and the necessity for considering the pasture resources as something in the nature of a by-product; (2) the original pronouncement, which has filtered down through the grazing regulations, of encouraging new settlements even at the expense of established permits; and (3) the classification of all permits as personal privileges and not as property rights, rendering them in a sense revocable at any time.

From the stockman's viewpoint, and perhaps from that of the loan agencies to which he must look for his credit, these factors, on the face of them, would seem to weaken very much the stability of the national-forest permit. But, as a matter of fact, a good many of our fears have resembled the "man of straw." National-forest grazing seems to have been about as

stable as, and indeed more stable than, any other, barring perhaps those cases where the operator owns in private right all the lands connected with his individual operation.

Unquestionably the policy of the Forest Service to rehabilitate depleted ranges, control overgrazing, and maintain the productivity of the forage resources; to eliminate destructive competition and protect its permittees in the ranges assigned to them, has contributed an element of stability which has offset many times whatever uncertain elements may have attached to the factors of instability above mentioned. And certainly the agreement which was recently reached between the Chief Forester and a committee of cattlemen and sheepmen in redrafting and restating the national-forest grazing regulations, providing for ten-year permits, exemption limits, commensurability standards, and limited reductions for the purpose of distribution, will go a long way farther toward making the use of national-forest pastures the most attractive of any upon which the live-stock industry of this western country is dependent.

FARMERS AND ORGANIZATION

SPEAKING before the National Wheat Conference at Chicago last month, Samuel Gompers, president of the American Federation of Labor, had this to say:

If the wage-earners of the country had not the sense and the courage to organize, nobody would have much sympathy for them, and nobody would take their complaints very seriously. Gentlemen, the temptation to say, "Go thou and do likewise," is almost beyond my power to resist.

It may be added, in passing, that Mr. Gompers succumbed to the temptation before proceeding much farther. Hence, presumably, the speech.

No one will deny the benefits, or the power, derived by the wage-earner from organization; they are too patent for dispute. If perhaps the evils flowing from abuse of the power are equally manifest to a great many people, and have not increased their "sympathy" for labor unions, that in no sense vitiates the main thesis. Unless the agricultural interests of the country follow the example of the industrial workers and band themselves together to fight their battles, it is clear that results obtained, in the future as in the past, will fall far short of their needs.

Mr. Gompers stressed the futility of expecting much help from "politicians;" forgetting that even independent labor cannot do without them. Minimum-wage and child-labor reforms, for instance, are matters for legislative action. But whatever the experiences of wage-earners may have been, most of the problems of agriculture are such that they demand congressional co-operation. Here too, however, the need of strongly organized forces to initiate

and put through desirable measures will be readily admitted. It was the organized "farm bloc" that made possible the protective tariff on live stock and its products, and the law regulating the grain exchanges; and it was only the efforts of the American National Live Stock Association, backed by the "farm bloc," that placed the Packers and Stock-Yards and the Agricultural Credits Acts on the statute-books.

A beginning has been made; but so far it is only a beginning. Until practically every food-producer has become a member of a local and state association, to be united into one big central organization, acting as a unit in all questions essential to the industry, the agricultural forces of the nation will never command the respect to which they are entitled and, as compared with organized labor, will continue to occupy a back seat.

AMERICAN MEAT FOR AMERICAN SOLDIERS

OUR READERS will remember that at the convention of the American National Live Stock Association in Los Angeles last winter, following the statement of T. H. Ramsay that he had found Australian and New Zealand meat being bought for the military and naval forces of the United States stationed in the Hawaiian Islands, a resolution was passed urging "the War and Navy Commissary Departments to purchase all meats and meat products from American-grown sources only, except in such cases where this procedure may be impossible or impracticable." After the convention President Bixby took the matter up with Senator Capper, of Kansas, asking for his co-operation in bringing it before the right authorities. Senator Capper immediately got in touch with the War and Navy Departments, and under date of March 14, 1923, David Potter, Paymaster-General of the Navy, replied in part as follows:

This matter was recently under consideration, resulting in the issue of an order that the purchase of all meats and meat-food products, when made within the United States, must be confined to domestic articles. . . . It is impracticable, however, to extend this order to apply to purchases made outside of the United States for local consumption. Navy vessels have only a limited refrigerator capacity and, when on foreign duty, must be permitted to obtain meats wherever they may be and without any undue delay. . . . The same conditions apply to foreign shore stations. The cold-storage facilities of these stations are so limited that shipment of perishable provisions from the United States is not possible.

Quartermaster-General W. H. Hart, of the Army Department, after referring the question to the commanding officer of the Hawaiian Quartermaster Depot, under date of May 4 responded that all purchases of meat products by that depot are made in compliance with the statute law, according to which—

Competition is invited, not only by local firms, but by firms in San Francisco and in other places in the United States, the award being made to the lowest responsible bidder. . . . American firms have received these awards, and the question of whether they have procured their meats from Australia or New Zealand or the United States does not, and cannot under the statute law, enter into the question. . . . Revised Statutes 3716 is also applied, namely: "The Quartermaster's Department of the Army, in obtaining supplies for the military service, shall state in all advertisements for bids for contracts that a preference shall be given to articles of domestic production and manufacture, conditions of price and quality being equal," and American products are given preference when it is practicable to do so.

From this it would appear that, aside from the minor change in the policy of the Navy Department with reference to meats purchased within the United States, there is not much prospect of accomplishing anything except through a modification of the statutes. Such modification should be made. Wherever circumstances permit, nothing but American-grown meats should be served to American soldiers and sailors on duty, whether on American or on foreign soil. At a time when our own producers are working under heavy difficulties and straining every nerve to keep on their feet, it is an anomaly and a rank injustice for our government to favor the foreign producer for the sake of saving a few dollars.

TRADE BALANCE REVERSED

DURING the first four months of 1923 the United States imported goods valued at \$1,398,394,000 and exported goods valued at \$1,309,500,000. The excess of imports was thus \$88,894,000. After the swell of the war period, our trade balance had been gradually dwindling, until in March of this year it turned definitely against us. The probabilities are that it will remain unfavorable for some time to come.

When we say "unfavorable," we are adhering to current economic phraseology. In reality, we consider this development, under present circumstances, a distinctly favorable phenomenon, as long as it is not brought about by a decrease in exports, which is not the case here. It not only proves a healthy state of our home market, with an encouraging revival of domestic business and a lively demand for foreign raw materials and manufactures, but it will measurably tend to relieve the gold plethora from which our financial body is suffering. The abnormal conditions of international trade that have sent more than half of the world's gold across the Atlantic, to be locked up in the vaults of our banks, have been a distinctly harmful influence. If the business current can again be turned into the channels where it flowed before the war, enabling Europe to recover some of her gold supplies, she may in time attempt to liquidate her debt to us.

EXPORT DEMAND AS A FACTOR IN FARM PRICES

IN A STATEMENT issued by the Secretary of Agriculture about the middle of June attention is drawn to the widespread belief that the low prices of farm products during the past three years have been due to a reduction in our exports. This belief, says the secretary, is fallacious. In the case of the eight principal food crops (corn, wheat, oats, barley, rye, buckwheat, rice, and potatoes) the average annual exports for the years 1920 to 1922 were 142 per cent greater than for the period 1905 to 1914, and even 18 per cent greater than during the war years, 1915 to 1919. Of animal food products, our exports in 1920 to 1922 were 52 per cent greater than those of the pre-war period.

Not diminished exports, but increased production at higher cost, is at the bottom of the price slump, according to Secretary Wallace. Of the eight crops the average annual production during the post-war years was 16 per cent greater than during the pre-war years and 2 per cent greater than during the war years.

The remedy, then, would seem to lie in adjustment of production to home consumption, with emphasis on the possibility of stimulating that consumption and of lowering cost of production. There is little likelihood that the foreign demand will materially improve under the present state of European finances.

Decreased

E. E. RANKIN, Caliente, California.
JOHN LANDERGIN, Amarillo, Texas.

CATTLE PRICES AND PROSPECTS

THAT THE CATTLE BUSINESS is definitely on the up-grade is the opinion of A. E. de Ricqles, president of the American Live Stock and Loan Company of Denver, who finds much encouragement for stock-raisers in the present rise in market prices. In the *Rocky Mountain News* of June 22 appears an interview with Mr. de Ricqles, from which we quote the following optimistic sentences:

"Prime steers brought \$11.50 this week in Chicago, and we expect to see a top of \$12.50 for the best before the season is over. All this means much to the producing country; for it will help the grower with his stock herd, improve sentiment toward cattle paper, and strengthen ranch-land values.

"Last year the sheep industry had its 'come-back,' and it now seems that cattle are having their turn. Receipts are very large at market; but the demand for beef is large, corn is high, and the available cattle in the feed-lots are of small number.

"Cattle have been below the average value of other important commodities, such as wool, iron, sugar, cotton, etc., and, even though there may be some failures on Wall Street or other troubles, cattle will probably remain around present market values or better; all of which means better general conditions for Colorado, Wyoming, Texas, and other western producing states."

"We consider THE PRODUCER the best live-stock paper published."—JOHN E. MEAD, Newcastle, Wyo.

THE STOCKMEN'S EXCHANGE

COMBINATION OF CENTRAL MARKET AND COUNTRY BUYING

SEDALIA, COLO., June 22, 1923.

To THE PRODUCER:

"Why is a stock-yard?" asks Mr. O'Donel in the February issue of THE PRODUCER, and Mr. Myers replies in June: "A stock-yard is because the people slept in the profound stupor of ignorance." To which I add my own definition: A stock-yard is a buyer's market.

I have watched the controversy over the new yards in Los Angeles with great interest, and have noticed that the line-up of antagonists to and adherents of the central-market plan has not been made up, as some would have us believe, of producers on one side and packers, traders, and commission men on the other. Instead, it has brought about a definite split in the ranks of the producers themselves, with numbers lined up on the side of the adherents that make us stop and analyze the situation from all angles.

When we examine the two camps of producers, I believe that this very definite difference becomes apparent: The camp of antagonists to the stock-yard contains either the men who are within easy reach of the buyer, who, in the absence of a terminal market, would have to go to the ranch to procure his supplies; or the stockmen whose holdings are more distant, but are of a nature that permits them to concentrate and hold their stock for sale, and to show it easily and at the buyer's convenience. In the camp of the adherents of the central-market plan will be found the men who are so distant from market as to render it extremely difficult to get a buyer to the stock, or those who operate on the range and cannot offer their stock for inspection except when they have it at the railroad ready to load.

It is obvious that this latter class, in the case of abolishment of all central markets, would have the only alternative left of selling their stock on contract, as the stock is gathered at a certain season and, once gathered, must go somewhere immediately, there being no facilities for prolonged holding.

Knowing from long experience the hardship that this condition would inflict on a vast multitude of stock-growers who belong to this latter class, I go back to my definition of a stock-yard as "a buyer's market," and therefore one that is always against us.

But is there no way by which it can be changed to a seller's market and still remain a stock-yard? "Organization!" cries the enthusiast, and without stopping to consider the innumerable obstacles to be overcome, or the vast amount of intricate factors that enter into the marketing of a perishable commodity which is produced in every state in the Union.

Mr. Myers in his closing paragraph sums up the whole fault when he says: "Nothing can ever really help until we realize that to ship a perishable, unpriced product to market is fundamentally wrong." This does not condemn organization, but implies that it has not been properly applied. We have had organizations for a long time, and today we have

a most efficient National Association, and numbers of state and local organizations.

But let us look back over the activities of these organizations in regard to our market problem. Whatever action has been taken has always been with the point in view either of abolishing the commission man or of reducing his charges. And what would be the result if these efforts were entirely successful?

Let me apply the result to my own modest operations. I turn off in the average year about 200 head of live cattle. If the efforts at reduced selling cost were entirely successful, it would save me perhaps \$100 a year, which would not make any material difference in the outcome of my affairs. If, on the other hand, this organized effort could be directed toward changing the stock-yard from a buyer's to a seller's market, the resulting enhancement of even one cent a pound would make a difference of \$2,000—which is, indeed, a difference.

I am strongly convinced of the necessity of a competent selling agency, such as the commission firm. I do not believe it is economically sound for the producer to try to take over as a part of his business any of the functions of distributor or processor. But I do believe that he should be strong enough through organization to force the selling agencies to adopt his plan of sales. I would be willing to pay considerably more for this service than we now pay, could we get it directed along different lines.

And what is this plan? I hesitate long before making the suggestion. I realize the tremendous difficulties, both physical and psychological, that lie in the path. I remember the adage that fools rush in where angels fear to tread. And yet I believe it is subject to at least partial success.

The problem is how to continue our central market and still have the cattle sold before leaving the ranch. How can you get a buyer to purchase that which he has not seen?

Standardization is the only answer, backed by an air-tight organization of a large majority of the stock-growers who have the ability of holding their product at home until a sale of it has been made at the market—an almost impossible combination, I admit. And it would require the services of a force of expert and impartial inspectors.

Suppose all these factors to have been accomplished, then the details of a sale would be as follows: The buyer would come to the market, and find few or no cattle on sale. He would go to a commission firm and ask the price of yearling Hereford steers, and would be told that Grade A steers are quoted at \$8, Grade B steers at \$7.50, and so on down the line. He buys his cattle at this price, subject to inspector's grade, and the owner is wired to start shipment. He completes payment when the stock has been inspected and graded. I know the storm of protest and ridicule such a suggestion will invite; but, unless we can adopt some such plan, we had better realize that the economic laws of supply and demand, with all the market advantage on the side of demand, can never give us much better conditions than the ones we labor under at present.

R. DILLON:

LIVE-STOCK CONDITIONS IN MEXICO

EL PASO, TEX., July 1, 1923.

TO THE PRODUCER:

Live-stock conditions in Mexico cannot be considered favorable, even from the most optimistic viewpoint, notwithstanding reports to the contrary being given out by persons not well informed on the situation, and in some instances by those having a pecuniary interest in circulating favorable reports, in order to attract prospective purchasers for large land-holdings listed with them for sale.

As is well known, during the many years of the recent revolution—practically from 1910 to 1920—all cattle interests suffered severely. In the case of a very large proportion of the big holdings they were completely wiped out. In some few instances the owners succeeded in getting a part of their stock out of the country by paying exorbitant tolls to various military *jefes* and others in the way of "export taxes," "special permits" of various kinds, etc., costing up to \$15 per head.

I am particularly familiar with conditions in the State of Chihuahua during the past twenty years, that having been the principal cattle-producing state of the republic and having at the beginning of the revolution, in 1910, approximately 4,000,000 head. Today, however, with the exception of some 20,000 to 25,000 head from the drought-stricken districts of the Southwest that were taken in to be held temporarily for pasturage under special permits from the United States government, and to be returned free of duty within a specified time, I believe that 100,000 head would be a very liberal estimate of the number now in the state. This is practically the same as at the end of the revolution, as but very few of those brought out for safety have been returned, while the few that have been marketed and the losses from thievery, from which there is little protection, more than offset the natural increase.

In some of the other states—notably Sonora, Michoacan, Nayarit, and a few others—a considerable number of cattle were saved in localities difficult of access and at long distances from centers of population. During a recent trip to the Mexican west coast, covering a period of a month and a distance of several thousand miles, I was told that in the more mountainous districts there were still a good many cattle, this being particularly true of Sonora. On the entire trip, however, I did not see more than 500 head altogether.

The scarcity of cattle throughout the republic would naturally cause one to expect a strong market, as the consumption in Mexico City alone is some 500 head a day, although, taking the country as a whole, it will not exceed 50 per cent of that of the pre-war period, owing to the impoverishment of the people; but so many cattle from south Texas have depended on the Mexican market for an outlet for the past two years, and such very large numbers have been brought in from Cuba, Venezuela, and particularly Colombia, that there has been most of the time an oversupply of cattle for slaughter, with a consequent weak market.

However, cattle from South America can be shipped only during the cooler months of the year, owing to the extreme heat, as the trip from Colombian and Venezuelan ports to Vera Cruz, where most of them are unloaded for Mexico City, requires about six days, the vessels carrying six to seven hundred head, and having their holds, where the cattle are stowed, equipped with electric fans; but even these are sometimes inadequate to maintain a temperature sufficiently low to prevent mortality.

These Colombian and Venezuelan cattle are of the same class as the common Mexican type, with no breeding whatever, but are very fat when shipped, the steers at four to five years of age weighing 800 to 900 pounds, and costing, f. o. b. vessel, around 4 cents per kilo of 2.2 pounds (this in

American money), the transportation to Vera Cruz and thence by rail to Mexico City being approximately an equal amount; making a total of 8 cents per kilo delivered at that place.

Some three months ago an embargo was placed on the importation of cattle from the northern countries of South America, owing to the reported prevalence of foot-and-mouth disease there, and this has had a tendency to stiffen the market somewhat, though it is still lacking in strength.

Sheep interests suffered along with cattle during the revolution, and very few were saved—a very small number in Chihuahua. In Zacatecas, which was by far the largest producer of sheep and wool in the republic, they were practically exterminated, though some have been imported during the past year, principally from south Texas. There is little encouragement for wool-growers, owing to the small demand for their product. There is little sale for anything except the coarse wool from the native sheep, which is used in the making of *serapes*, or hand-made native blankets, the finer grades being compelled to find a market in the United States and to pay the heavy import tax, in addition to an export tax levied by Mexico.

Regarding future prospects of the live-stock industry: I see little to encourage a prospective investor, nor is there much probability of a market for stock cattle in the country soon; for, while there are tens of millions of acres of magnificent range lands lying idle, there are very few people with either the capital or the courage to restock them, as the recently enacted agrarian laws, both federal and state, which are now being put into operation, are absolutely confiscatory as applied to large landholdings, and taxes have been increased to such an extent (in some cases up to 1,000 per cent), especially where Americans are concerned, that the whole outlook is discouraging.

The freight rates over the Mexican lines also work a great hardship on importers of live stock, as they are practically 100 per cent higher on everything originating outside of the country than for stock of domestic production, and certain American outfits near the border have recently been exporting their young steers and paying the American duty of 1½ cents per pound (the exportation of she-stuff is prohibited), in preference to paying the excessive freight charges and looking for a market in Mexico.

The above will no doubt be considered by many a very pessimistic report, but it is but a plain statement of facts by one familiar with conditions in Mexico for the past twenty years and as they are today. While recognition of the government by the United States (which we hope may soon come to pass) would tend in a considerable degree to establish confidence in the live-stock industry in the country, as well as in business conditions in general, I do not believe that the conferences now being held looking toward recognition will accomplish the desired end, as Article 27 of the constitution, relating to sub-soil rights, and the agrarian laws, must either be repudiated or abrogated in order to protect property rights. The American commissioners can accept nothing less, and the making of these concessions on the part of the Mexicans would most certainly cause serious trouble in the country.

JOHN C. HAYES.

ARIZONA DRYING UP

PUNTENNEY, ARIZ., June 20, 1923.

TO THE PRODUCER:

It is getting pretty dry in this vicinity, destroying the favorable prospects early in the spring. Cattle, however, are still in fair shape. Most of the yearling steers have already been sold and delivered.

M. A. PERKINS.

THANKS! MAY YOU HAVE MANY IMITATORS!

ORCHARD, COLO., July 2, 1923.

TO THE PRODUCER:

I inclose you a check for \$2, for which I wish you would send THE PRODUCER to two friends of mine, whose names I send you herewith.

What a marvelously good issue you have for June! Think of having access for \$1 a year to the thoughts, opinions, and observations on market problems of James E. Poole! The veteran, Will Barnes, is a never-ending source of pleasure in his experiences, and he writes mighty fine English.

These (temporarily, we trust) evil days are the time to back up the American National Live Stock Association in its efforts to ameliorate and lessen our troubles. And already much has been done. The Packers and Stock-Yards Act owes its existence to the association's work. We wish success to you in the matter of the minimum carload weight problem and the freight-rate complication.

While we are going along from day to day in our own engrossing affairs, we hardly realize the consistent and constant work of the association in our behalf. THE PRODUCER, which ought to be in the hands of every owner or dealer in live stock, is the only means through which we can be brought face to face with national conditions. Papers published at live-stock markets necessarily are more or less local. THE PRODUCER represents the whole, broad country.

Recently, while reading Emerson Hough's great story, "The Covered Wagon," I was thinking of how the old-time cowman and drover would have appreciated help in their various problems. In those days all their troubles had to be met by individual effort. Coming readily to my mind are the names of the following—all now passed away: Captain John T. Lytle; Captain George Littlefield; Seth Mabry; Uncle Henry Stephens; King & Kennedy (the Laurel Leaf and Running W. outfits); Colonel Driskell; Tony and Doc Day; Will and Val Dickey; Colonel Colcord; the Ellisons; M. Halff; Charles and Tom Word; Major Drumm; Andy Snider; Jack and Ches Snider; Bates & Beale; Schlupp & Ballinger, of Medicine Lodge, Kan.; Gus Johnson, of the Muscatine and Prairie Companies; Jack Hardesty; Major Towers; Hank Creswell; Shanghai Pierce; Moore, of the Adobe Walls; Hughes & Simpson; Lomas, of the Espuela; Reese and John R. Stoller; Moody, of the Panhandle; Joe Morgan, of the Canadian; Berry & Boice, of Stone City, Kan.; Arthur Gorham, of Cherokee Strip; Bob Wright, of Dodge—hotelkeeper, but a genuine cowman in his sympathies.

If every member of our association would get you a subscription or two, don't you think that would help? You should have at least 10,000 subscribers, and that right now, for the good of the business, and to show appreciation of our great National Association:

C. B. RHODES.

OREGON HAS PLENTY OF GRASS

BAKER, ORE., June 27, 1923.

TO THE PRODUCER:

Due to the unusual rainfall, range conditions here this spring have been exceedingly good, and the stockmen are not suffering from a shortage of range. In fact, some of them have so much grass that they are deferring moving to the forest reserve for fifteen to twenty days, which is quite exceptional for us.

Everything in the stock line should be fat this year. Market conditions are holding up fairly well, considering the amount of early beef being shipped.

WILLIAM POLLMAN.

GETTING TOP PRICE ON YEARLING STEERS

BUFFALO, WYO., June 18, 1923.

TO THE PRODUCER:

I recently marketed a lot of yearling steers which I had on feed in Nebraska, getting the highest price—\$10.85—paid for any class of cattle this year up to the date of selling. The steers had been on feed for 200 days and averaged 1,110 pounds. I was so pleased with the result of this transaction that I am planning to repeat the experiment on a larger scale by putting about 1,000 head in the feed-lots. This, I have found, is the safest way to deal with the banks right now.

Range and pasture prospects are very good, and the stockmen, though hard hit, are trying to battle it through.

C. N. WALTERS.

MARKET AGENCIES TO GIVE BOND

AN AMENDMENT to the regulations under the Packers and Stock-Yards Act, making provision for the bonding of individuals and firms engaged in the live-stock commission business, has been signed by the Secretary of Agriculture, to become effective September 1, 1923. A large number of live-stock exchanges already had provided for the bonding of members, and in a few states bonding has been required by law. This amendment assures that all those handling live stock on markets doing an interstate business will provide safeguards against loss to those consigning animals to them.

The amount of the bond cannot be less than the nearest multiple of \$2,500 above the average amount of the gross proceeds of sale of live stock handled by the agency during two business days, based upon the total number of business days and the gross proceeds of sale for the preceding twelve months. In any case the bond cannot be less than \$5,000, and it need not exceed \$50,000.

In addition to the bond requirement, the revised regulations make obligatory an immediate written accounting of each sale, showing the number, weight, and price of each kind of animals sold, the name of the purchaser, the date of sale, and such other facts as may complete the account.

A further important modification provides that funds resulting from the sale of live stock must not be intermingled with other accounts or funds of the market agency.

STATE CANNOT FIX MEAT-PACKING WAGES

IN A DECISION handed down on June 11, the Supreme Court of the United States rules that a state cannot by law regulate wages of workers engaged in the food, clothing, and fuel industries, nor the price of the products of these industries. The case was based on the action of the Kansas Industrial Court in assuming to fix wages and working conditions by regulation under the Kansas law in the plant of a Topeka concern. The decision of the Supreme Court of Kansas is overruled, and the law in question is declared unconstitutional so far as this issue is concerned. The opinion was read by Chief Justice Taft, who says that "the mere declaration by a legislature that a business is affected with a public interest is not conclusive of the question whether its attempted regulation on that ground is justified," nor is it "to import that the public may take over its entire management and run it at the expense of the owner."

"We consider THE PRODUCER the most authentic magazine published, and cannot do without it."—M. A. HENNEBERRY. Dillon, Mont.

WHAT THE GOVERNMENT IS DOING

PIG PRODUCTION AND FORECAST

A SLIGHT INCREASE in the pig crop of the United States this spring (the period from December 1 to June 1) over that of 1921-22 is indicated by reports from about 150,000 farms, collected by rural mail carriers and postmasters and tabulated by the Division of Crop and Live-Stock Estimates. There is also shown a considerable increase in the number of sows intended to be bred for farrowing in the fall (the period from June 1 to December 1)—an increase that is liable to be affected by the recent serious slump in the market price of hogs. The figures for the United States as a whole are as follows:

Pigs saved this spring, compared with spring of 1922.....	100.9
Number of sows farrowed, compared with spring of 1922.....	103.9
Number of sows farrowed this spring, compared with number intended for farrowing.....	113.1
Number of sows intended for farrowing next fall (1923), compared with number actually farrowed last fall (1922).....	128.3
Actual number farrowing in fall of 1922, compared with fall of 1921.....	118.6

REGULATIONS FOR FUTURE GRAIN-TRADING

GENERAL RULES AND REGULATIONS governing future trading at grain markets, under the Grain Futures Act, were signed on June 22 by Secretary of Agriculture Wallace. The purpose of the regulations, as stated by the secretary, is to prevent the dissemination of untrue and misleading rumors which may affect the price of grain, to prevent manipulation of prices, and to acquire information concerning operations on future trading markets which will make possible a thorough and systematic study of the manner in which grain prices are registered. It is not the intention of the framers of the law to prevent future trading, hedging, or legitimate speculation, nor to interfere with the normal and proper operation of future trading markets.

In explaining the rules and regulations, Secretary Wallace says that the reports must contain the following information for each concern which holds a seat on the market:

1. The net position at the beginning of the period covered by the report.
2. The quantity of grain purchased and the quantity sold on contracts.
3. The quantity of grain delivered and received.
4. The net position at the end of the day.
5. The aggregate of all long and short accounts.
6. The net position at the end of the day of each separate account carried by the firm making the report, if such position equals or exceeds such amount as may be specified by the administration.

Operators are required to keep their records in such condition that they can be readily checked. They are also re-

quired to furnish the officer in charge of the administration, when requested, a true copy of any reports circulated carrying market or crop information that may affect the price.

THREE DOLLARS PER CAR LEGAL CHARGE

TERMINAL CHARGES of \$3 per car, in addition to the regular rate on live stock, for movement between land-haul carriers and the Union Stock Yards at Chicago, on shipments from points in Western, Mountain, Pacific, and Southern Territory, have been sustained by the Interstate Commerce Commission. In dismissing complaints filed by the American Farm Bureau Federation and a number of other organizations of producers and shippers of live stock, the commission declares the charge to be not unreasonable or otherwise unlawful.

GRAZING ALLOWANCES FOR 1923

ALLOWANCES ON THE NATIONAL FORESTS for the grazing season of 1923 are shown on the next page. As will be seen, about 82,000 fewer cattle and 381,000 fewer sheep are being grazed than in 1922. In the case of sheep, most of the reductions are due to a desire to get back to a safe and sound number after the abnormal overstocking of the forests during the war. It should also be borne in mind that the number of sheep in the United States is considerably smaller than it has been in the past.

The following tabulation will give some idea of the situation on several of the more important sheep-grazing forests:

Forest	State	1913	1918	1923
Sawtooth.....	Idaho.....	335,000	300,000	216,000
Rio Grande.....	Colorado.....	225,000	284,000	264,000
Caribou.....	Idaho.....	312,000	281,000	275,000
Humboldt.....	Nevada.....	298,000	374,000	258,000
Santa Fe.....	New Mexico	117,000	130,000	83,000

Comparisons with last year are as follows: cattle—number increased on 21 forests, decreased on 57 forests, same as in 1922 on 50 forests; sheep—number increased on 20 forests, decreased on 68 forests, same as in 1922 on 45 forests.

With regard to the reductions, Assistant Forester Will C. Barnes says:

"I feel that we have been fully justified in making all these reductions. There was no question but that we overdid the matter during the war and were grazing far too much stock of every kind on the majority of our forests. We have been some time in bringing these reductions about, due principally to climatic and financial conditions, which made it difficult for the stockmen to take care of the stuff which we cut out, either by finding other range for it or by selling it. Therefore we reduced slowly. We hope that further reductions will not be necessary, as we feel that, except here and there, most of our ranges are now carrying about the normal number of stock."

GRAZING ALLOWANCES

1923

Forest	Number of stock authorized			Yearling rates (Cents)				Forest	Number of stock authorized			Yearling rates (Cents)			
	Cattle Horses	Swine	Sheep Goats	C.	H.	Sw.	S&G.		Cattle Horses	Swine	Sheep Goats	C.	H.	Sw.	S&G.
District 1															
Absaroka	7,625	..	66,500	100	125	75	25	Targhee (5)	33,000	..	232,700	120	150	90	30
Beartooth (5)	4,600	..	34,700	100	125	75	25	Teton	19,750	..	..	120	150	90	30
Beaverhead (5)	28,420	..	89,150	100	125	75	25	Toiyabe (5)	17,200	..	23,600	100	125	75	25
Bitterroot	3,555	..	39,000	100	125	75	25	Uinta (5)	37,045	..	-195,650	120	150	90	30
Blackfoot	1,600	..	10,600	80	100	60	20	Wenatch (5)	11,810	..	62,950	120	150	90	30
Cabinet	2,400	..	40,000	80	100	60	20	Wilder (5)	12,700	..	55,600	120	150	90	30
Clearwater	180	..	40,900	80	100	60	20	Wyoming (5)	15,600	..	225,000	120	150	90	30
Coeur d'Alene	1,000	..	15,000	80	100	60	20		497,740	1,100	2,247,080				
Custer (5c)	28,500	..	6,000	100	125	75	25	District 5							
Deerlodge (5)	17,150	..	39,000	100	125	75	25	Angelo (5c)	4,100	..	..	120	150	90	30
Flathead	1,375	..	4,600	80	100	60	20	California (5)	7,400	-150	40,000	120	150	90	30
Gallatin	6,880	..	52,910	120	150	90	30	Cleveland (5)	1,800	..	3,600	120	150	90	30
Helena	17,150	..	53,700	100	125	75	25	Eldorado (5)	11,760	..	22,460	140	175	105	35
Jefferson (5)	21,100	..	11,700	100	125	75	25	Inyo (5)	7,960	..	42,600	140	175	105	35
Kaniku	600	..	4,400	80	100	60	20	Klamath (5)	10,850	-300	14,000	100	125	75	25
Kootenai	2,000	..	16,400	80	100	60	20	Lassen (5)	14,200	350	39,700	120	150	90	30
Lewis & Clark	7,750	..	30,950	100	125	75	25	Modoc (5)	42,600	..	87,250	120	150	90	30
Lolo	1,450	..	31,500	80	100	60	20	Mono (5)	6,435	..	88,035	140	175	105	35
Madison (5)	25,800	..	126,750	120	150	90	30	Plumas (5)	16,800	..	76,500	140	175	105	35
Missoula	8,385	..	20,100	100	125	75	25	Santa Barbara (5)	11,240	-300	15,600	120	150	90	30
Nespees	8,080	..	84,650	120	150	90	30	Sequoia (5c)	29,770	-200	6,000	140	175	105	35
Pond Oreille	1,318	..	21,840	80	100	60	20	Shasta (5)	8,000	-300	25,000	120	150	90	30
Selway	2,600	..	27,500	80	100	60	20	Sierra (5)	18,175	1,500	35,300	140	175	105	35
St. Joe	100	..	32,000	80	100	60	20	Stanislaus (5)	18,300	600	23,400	140	175	105	35
	-199,498		-1,005,180					Tahoe (5)	9,150	..	48,600	140	175	105	35
								Trinity (5)	13,100	600	20,000	100	125	75	25
									-231,640	-4,300	-587,845				
District 2															
Arpahe (5)	13,000	..	29,900	100	125	75	25	District 6							
Battlement (5c)	61,750	1,000	15,000	100	125	75	25	Cascade (5)	1,600	..	18,750	120	150	90	30
Bighorn (5)	40,925	..	100,000	120	150	90	30	Chelan (5c)	16,400	..	45,100	120	150	90	30
Black Hills (5c)	29,930	..	6,700	100	125	75	25	Columbia (5)	1,900	..	20,200	120	150	90	30
Cochitope (5)	21,050	..	69,300	100	125	75	25	Colville (5)	10,600	..	45,900	120	150	90	30
Colorado	21,900	..	11,700	100	125	75	25	Crater (5)	14,700	..	19,600	120	150	90	30
Gunnison (5)	36,900	..	37,800	100	125	75	25	Deschutes (5)	9,500	..	23,300	120	150	90	30
Harney (5c)	15,100	..	..	100	125	75	25	Freemont (5)	12,750	..	86,000	120	150	90	30
Hayden (5c)	7,750	..	100,000	100	125	75	25	Malheur (5)	35,500	..	85,000	120	150	90	30
Holy Cross (5)	26,060	..	93,185	100	125	75	25	Ochoco (5)	17,800	..	87,900	120	150	90	30
Leadville (5)	13,705	..	120,400	100	125	75	25	Olempic	2,000	..	1,200	100	125	75	25
Medicine Bow (5)	11,610	..	50,000	100	125	75	25	Oregon (5)	4,760	..	24,300	120	150	90	30
Michigan	1,250	..	3,300	100	125	75	25	Rainier (5)	5,800	..	50,000	120	150	90	30
Minnesota	2,000	..	..	100	125	75	25	Santiam (5)	300	..	13,900	120	150	90	30
Montezuma (5)	33,340	200	57,215	100	125	75	25	Siskiyou (5)	3,350	460	1,400	100	125	75	25
Nebraska	15,600	..	..	150	187	112.5	37.5	Siuslaw	400	..	3,000	100	125	75	25
Pike (5)	16,700	..	29,200	100	125	75	25	Snoqualmie	..	..	..	120	150	90	30
Rio Grande (5)	24,100	..	264,700	100	125	75	25	Umatilla (5)	20,000	..	145,000	120	150	90	30
Routt (5c)	27,650	..	74,200	100	125	75	25	Umpqua (5)	2,050	..	13,300	120	150	90	30
San Isabel (5)	15,260	..	26,550	100	125	75	25	Walla Walla (5)	22,830	..	62,000	120	150	90	30
San Juan (5)	27,335	2,000	188,000	100	125	75	25	Washington	250	..	6,000	100	125	75	25
Shoshone (5)	13,060	..	82,300	100	125	75	25	Wenatchee (5c)	1,200	..	55,000	120	150	90	30
Uncompahgre (5)	32,445	..	55,000	100	125	75	25	Whitman (5)	23,500	..	133,600	120	150	90	30
Washakie (5)	13,350	..	50,700	100	125	75	25		-207,690	-460	-939,450				
White River (5)	41,800	..	37,800	100	125	75	25								
	-553,670	-3,200	-1,502,950					District 7							
District 3															
Apache (5)	37,020	180	34,260	100	125	75	25	Alabama	285	..	..	150	200	90	45
Carson (5c)	11,315	..	103,805	100	125	75	25	Arkansas	8,000	1,000	600	80	100	60	20
Cochise (5)	41,855	200	77,000	100	125	75	25	Cherokees	1,400	200	200	150	200	90	45
Coronado (5c)	46,000	200	..	100	125	75	25	Florida	3,000	1,800	3,000	80	100	60	20
Crook (5c)	32,601	95	3,585	100	125	75	25	Monongahela	500	40	1,400	150	200	90	45
Datil (5)	49,800	225	101,300	100	125	75	25	Santahale	850	850	430	150	200	90	45
Gila (5)	50,700	350	8,700	100	125	75	25	Natural Bridge	400	..	..	150	200	90	45
Lincoln (5)	28,500	450	17,100	100	125	75	25	Ozark	7,890	9,865	1,970	80	100	60	20
Monsanto (5)	11,500	..	59,000	100	125	75	25	Pisgah	1,550	100	550	150	200	90	45
Prescott (5)	48,445	450	64,935	100	125	75	25	Shenandoah	2,840	100	750	150	200	90	45
Santa Fe (5)	16,094	200	83,058	100	125	75	25	Unaka	1,000	450	350	150	200	90	45
Sitgreaves (5c)	8,050	..	44,100	100	125	75	25	White Mountain	350	..	..	150	200	90	45
Tonto (5c)	68,780	600	100	100	125	75	25	Wichita	4,710	..	..	150	200	90	45
Tukey (5)	23,100	175	68,000	100	125	75	25		-32,775	-14,105	-9,550				
	-478,761	-3,125	-564,945					District 8							
District 4															
Ashley (5)	10,900	..	98,200	100	125	75	25	Longass							
Boise (5)	5,000	..	123,000	120	150	90	30	100 reindeer							
Bridger (5)	24,150	..	65,000	120	150	90	30								
Cache (5)	27,500	..	113,400	120	150	90	30								
Caribou (5)	21,400	..	275,000	120	150	90	30								
Challis (5)	8,500	..	79,000	100	125	75	25								
Dixie-Sevier (5)	16,400	400	76,500	100	125	75	25								
Fillmore (5c)	17,900	500	27,700	120	150	90	30								
Fishlake (5)	16,200	..	63,000	120	150	90	30								
Humboldt	51,750	..	44,000	120	150	90	30								
Idaho (5)	2,500	..	115,000	120	150	90	30								
Kaibab	5,685	..	3,650	100	125	75	25								
LaSal (5)	21,800	200	26,000	100	125	75	25								
Lehi (5)	17,700	..	68,500	120	150	90	30								
Manti	22,600	..	128,030	120	150	90	30								
Minidoka (5)	24,050	..	77,700	120	150	90	30								
Nevada (5)	5,800	..	52,000	100	125	75	25								
Payette (5)	7,500	..	127,000	120	150	90	30								
Powell-Sevier (5)	18,000	..	103,000	100	125	75	25								
Salmon (5)	15,200	..	65,200	100	125	75	25								
Sawtooth (5)	9,300	..	216,000	120	150	90	30								
District 5															
Angelo (5c)															

VACCINATION AGAINST HEMORRHAGIC SEPTICEMIA

ANNOUNCEMENT IS MADE by Dr. J. R. Mohler, chief of the Bureau of Animal Industry, that arrangements have been completed for the vaccination of feeder and stocker cattle at public stock-yards against hemorrhagic septicemia—known also as "stock-yards pneumonia" or "shipping fever." While losses from this disease have been gradually on the increase for several years past, it has become more prevalent and virulent during the past fall and winter than ever before. The vaccination method of treating cattle is still in an experimental stage, but it has been used sufficiently to prove that losses may be greatly reduced, and purchasers of cattle at the large central markets are urged by the bureau to have all feeder and stocker cattle vaccinated. For the present the Bureau of Animal Industry will furnish vaccine produced in its laboratory, and also trained veterinarians to administer the treatment at actual cost, which is estimated at approximately 10 cents per head.

JUNE CROP CONDITION

COMPOSITE CONDITION of all crops on June 1 was 4.7 per cent below the ten-year average on that date, according to a report issued by the Bureau of Agricultural Economics. The various crops stood as follows: winter wheat, 92.7 per cent; spring wheat, 97.7; rye, 90.9; barley, 98.9; oats, 96.2; alfalfa, 100.2; clover, 90.6; pasture, 93.2; all hay, 94.8; cotton, 96.5.

Compared with actual yields last year, the yields as based on condition June 1 are estimated as follows (in bushels):

	1923	1922
Winter wheat.....	581,000,000	586,000,000
Spring wheat.....	236,000,000	276,000,000
All wheat.....	817,000,000	862,000,000
Rye.....	72,000,000	95,000,000
Barley.....	196,000,000	186,000,000
Oats.....	1,256,000,000	1,201,000,000
Hay.....	99,000,000	113,000,000

ECONOMISTS TO CONSIDER CORN, HOG, AND WHEAT OUTLOOK

A CONFERENCE of agricultural economists and statisticians has been called by Secretary Wallace, to meet at Washington on July 11 and 12, for the purpose of forecasting the prospective domestic and foreign demand for corn, hogs, and wheat. The conferees will have available the results of the third nation-wide pig count, just completed by the Department of Agriculture in co-operation with the Post Office Department, and the government crop estimate of corn and wheat released July 9.

PUGSLEY GOES TO SOUTH DAKOTA

EFFECTIVE OCTOBER 1, Charles W. Pugsley, Assistant Secretary of Agriculture, has tendered his resignation, to accept the presidency of the South Dakota State College of Agriculture and Mechanic Arts. Mr. Pugsley during the two years of his incumbency has had charge of the reorganization of the extension activities and the publications of the department, in which work he has rendered very valuable service. This task is now completed, and he feels that he can no longer afford the financial sacrifice which a government job entails.

Meat is the most important source of protein and of iron in the human dietary. The body—your body—needs both.

THE MARKETS

LIVE-STOCK MARKET IN JUNE

BY JAMES E. POOLE

CHICAGO, ILL., July 1, 1923.

CATTLE THAT THEY WANT ARE SELLING WELL; the others are not. These "others" are in a decided majority. Their presence at the market is another demonstration of the fact that cattle-growers are paying scant attention to market requirements. They are in the same category as those bankrupt motor-car makers who have persisted in making machines costing \$3,000 to \$5,000, while the public is buying cheaper vehicles; only in the case of cattle the situation is reversed, as it is the \$10 to \$11.50 grades of steers that killers ride for. Spreads are wide, and will stretch as the proportion of grassy and inferior stuff increases. Texas, with a record for price-breaking, started the game by throwing an aggregation of nondescripts and trash into the pot. Fortunately the Texas delegation lacked old-time volume; otherwise results would have been even more disastrous. That last season's two-sided market is to be repeated, possibly in aggravated form, is everybody's secret.

Good corn-fed cattle with weight are selling at \$11 to \$11.50, or were at the high spot in June; common grassers have gone to killers at \$6 to \$6.50, and even lower. The beef furnished by the former does not require salesmanship; that of the latter is without a reliable market. The moral is obvious.

Poor Cattle Always Plentiful

"But, if cattle were all good, wouldn't they want the dogs?" interposes a critic. Possibly; the market always demands what is not available. But the argument is fallacious, for the reason that natural conditions always insure an abundance of bovine trash. There is no more reasonable excuse for breeding or maturing common cattle than for patronizing a bootlegger, and the man who persists in making that kind must accept the inevitable penalty. If seasonal acquaintance between the scrub cow and the grade bull is inevitable, why not veal the progeny? It may be contended that physical conditions in some sections of the pastoral area make production of good cattle impossible. If so, why stick around? The same logic applies to the impoverished wheat-grower endeavoring to eke out an existence where nature never intended wheat to be grown. But what's the use? Cattle standardization is probably a dream of the iridescent variety, but those who have resorted to standardization are holding the thick end of the

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stick. Certainly the standard cattle, regardless of weight, are doing the most satisfactory market stunt nowadays, whether they show up as beef or as feeders.

Fat-Cattle Market Capricious

The fat-cattle market has been an off-again-on-again affair. On meager receipts counterfeits have benefited, but whenever killers have had easy picking anything not exactly according to Hoyle has been punished. Quoting middle grades has been impossible; yet most of the short-feds have made money. Steers laid in last fall and winter at \$5 to \$6 have returned to market recently to earn \$9 to \$11—margins that should satisfy feeders. Weekly fluctuations of 50 cents to \$1 have made the game somewhat hard to play, but during the past thirty days (this being written July 1) nobody has lost any money by converting corn into beef.

Grassers Spoil Market for Medium Grades

Naturally the market for medium and common cattle has slipped, and these were the kinds that killers wanted up to June 1. With the advent of grass beef they changed their notions, steers previously neglected around \$9.50 aviating to \$11.50. Those in possession of light, nondescript cattle, who overstayed the good market, nursed red-eyed regret; but, as-

tounding as the statement may seem, they did it. The two kinds have been getting wider apart right along, and by the time the main column of western grassers shows up anything may happen.

Prime Beef in Heavy Demand

Good beef is selling well, and will continue to do so. Your artisan, and even laborer, wants the best, or something approximating that quality, and is willing to pay for it. In preference to low-grade beef, they will buy pork, which is standardized. In fact, cheap hog meat of superlative quality has held down cattle cost. Packers are making strenuous effort to work off an accumulation of about 400,000,000 pounds of hog meat, cured and frozen, and have no interest, individually or collectively, in maintaining values of common steers or cheap dairy cows. They are, however, in a mood to buy a few \$10.50 to \$11.50 cattle right along, especially as the season advances and necessity for stimulating beef-making operations arises.

Heavy Cattle to Be Scarce

Corn has advanced to the highest levels in many moons, practically excluding the in-and-out feeder from the beef-making game—that term being used advisedly. Even regular feeders have hesitated to buy both cattle and corn, reducing summer feeding to small volume. Consequently heavy cattle will be scarce right along. The trade can use few of these, but wants the few daily. There are plenty of light cattle, including yearlings, on the horizon, and the advance in corn has stimulated marketing to such an extent as to create periodical congestion. Nevertheless the fat-cattle and beef markets have acted creditably, and if those who overstayed the “good time” on nondescript bullocks suffered by Texas competition, they have only themselves to blame.

Bids Are Wide Apart

Early July developed a somewhat chaotic cattle-market condition. Bids on the same kinds of steers were 50 to 75 cents per cwt. apart, especially in the case of \$8.50 to \$9.50 yearlings, of which there was a deluge. Just why a man will lay in a bunch of calves in October, carry them until June, and then yield to an impulse to get rid of them, regardless of both cattle and market conditions, is a vexed problem; but they do it every time, and then repeat.

Large Variety to Choose From

At this writing a lot of cattle with a corn-crib cross are selling at \$9 to \$10.50 per cwt., a handful above \$11, and an increasing grasser delegation below the \$9 mark. If the market demands variety, it is getting it in abundance. There are more types and styles in cattle than in dogs, which is saying much. Many of them, like Topsy of “Uncle Tom’s Cabin” fame, “just grewed.” They make beef and peel hides, it is true; but the fact might as well be understood now as at any time that they do not represent economical beef production, and that the product, when it gets into distributive channels, handicaps the sale of good beef. Dairy refuse is also a bad actor. Fat beef cows are selling at \$7.50 to \$8.50, while grassy dairy stuff has to take \$4 to \$4.50, and canning cows \$2 to \$2.50. The spread has rarely been so wide, and between now and next December a still wider gap will be detected.

Consumption of Beef Enormous

Otherwise there is nothing wrong with the cattle market. Consumption of beef is enormous, and, despite continuous heavy receipts, branch-house accumulation is rare. Every light run of cattle at the market discloses underlying strength, and, if it were possible to suspend the primary movement even forty-eight hours, the shelves would be bare.

Cattle Wanted

Notwithstanding they are one of the largest receivers of cattle on their markets, the *Farmers' Union Live Stock Commission* have a much greater demand for *Stocker and Feeder Cattle* than they have been able to supply. Most feeder-buyers prefer to buy these cattle direct out of first hands, thus saving a commission and the speculators' profit. We were compelled to turn away scores of prospective buyers last season because we did not have enough cattle to supply their needs, and so forcing them to go to the speculators to buy. We have never claimed more than an “even break” in selling killing kinds of cattle, but we do believe we have an advantage in selling *Stocker and Feeders*, as we sell *direct to the country* in competition with the speculators, who are pricing their cattle at a profit above prices they paid *Exchange Commission Firms* for them. The principles of co-operation would divide this extra commission, extra “fill” and profit between *Grower and Feeder*. Help us supply this demand. Many thousands of this class of cattle are forwarded here from other markets by speculators. Why not ship direct here in the first place, so the producer can get all realized from the final sale to the feeder?

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C. H. Withey, Manager

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Packers Loaded Down with Pork

Nothing would suit the packers better than an opportunity to put a prop under the hog market. The June slump carried average cost at Chicago down to \$6.50 per cwt. The subsequent reaction took it to \$7.25, from which it sagged to \$7. Packers realized that the moment was inopportune for an expenditure of bullish energy, as every display of strength invited another deluge of hogs. Loaded to the guards with frozen and cured meats, they have naturally been anxious to create a more favorable situation for merchandising their holdings, and will not neglect the first opportunity.

Swine Selling Below Cost of Production

At the end of June \$7 to \$7.40 bought the pick of the crop at Chicago, packing grades selling at \$6 to \$6.50. These prices are below cost of production, and should mean cheap meat to consumers; but cost of distribution is excessive, and good meats are high compared with packing-house cost. As in the case of beef, there is no reliable market for inferior hog product. Feet, heads, and tails are unsalable; loins, bacon, and special cuts sell freely. For some reason or other, the public refuses to eat ham—at least to the extent of supply.

Hog Production Overdone

Undoubtedly the Corn Belt has overdone hog production. Ten-cent hogs last year insured this condition; six cents on the farm now will turn the tide in the other direction. Breeding hogs are being marketed by the hundred thousand, insuring a lighter pig crop next fall and spring. The hog industry acquired the cycle habit in its infancy, and adheres to it consistently. A year ago enthusiasm over hog production ran riot; under new conditions, which were as inevitable as the changing seasons, getting out of hogs is popular. If trade history is worth anything, this is a time to stick.

Large Pig Crop Maturing

A large pig crop is in the early stage of maturity. As it cannot be finished on cheap corn, a large percentage of it will go to the shambles early and at light weight, so that last season's market conditions will, in all probability, be reversed. The 1922 crop started high, but slumped off; this prediction is that it will start low next fall and work high late in the winter and during the spring of 1924.

Europe Still Taking Lard

Lard is in strong position, owing to abnormal European demand, which promises to continue. Of meats, cured and frozen, there is an abundance; yet it is highly probable that stocks will be worked off before the new pig crop is ready, consumption being enormous. Little bullish sentiment is heard in market circles concerning hogs, which may be a salient reason for taking that side of the controversy.

Packers to Profit from Cheap Hogs

If precedent is worth anything, packers will clean up some money on this season's operations. They have always profited on a crop of cheap hogs, and probably always will, although their actuaries invariably consider themselves competent to demonstrate that hogs are being processed at a loss.

Lambs Made Expected Break in June

Nothing of a discouraging nature has happened in live-mutton circles recently. It is true that lambs broke \$1 per cwt. late in June, but everybody expected something of that nature to happen. The June boom carried choice lambs to \$16.75, thousands selling at \$16 to \$16.50, from which there was an abrupt drop to a \$15 to \$15.50 basis. Further depreciation is considered inevitable when northwestern stuff moves in considerable volume. The Tennessee and Kentucky lamb crop was short this year; otherwise a \$16 market would have been impossible. Possibly a \$14 to \$15 market may develop; but, whatever happens, lambs will sell well all summer.

Nondescripts at a Disadvantage

As with other species, quality is the factor. Rarely have common and nondescript lambs sold so disadvantageously. Culls have been appraised anywhere from \$7 to \$9, and even on that low basis killers have balked at taking them. The public can afford good lamb, and is willing to pay for it. This does not mean that the thin end of the western crop will be severely penalized, as feeders are hungry and well equipped with funds. Early-bought western lambs paid feeders handsomely last year, and commission men are advising early purchasing on this occasion.

Mature sheep are in a rut. Fortunately few of them are reaching the market; otherwise they would be worth nothing. Heavy ewes are a slow sale at \$3.50 to \$4.50, and light sheep are selling at \$7 to \$7.50.

Breeding Ewes in Brisk Demand

Another furore over breeding ewes is developing. At around \$7 per cwt. there are several bidders for every sheep; but, as western values are still higher, this trade is not likely to assume considerable volume. There are plenty of over-age ewes in the West, and eastern farmers could probably invest in that type of stock advantageously; yet they prefer good, young ewes at substantial prices. The over-age ewe is a problem that western flockmasters are wrestling with, with no prospect of a ready solution.

Early Lambs to Be Given Welcome

Western advices indicate a free July movement of February-dropped lambs, of which the percentage is large and con-

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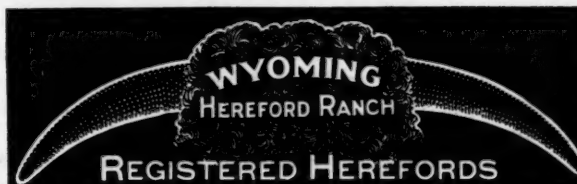
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dition good. Killers will give them a welcome, as they have been on short shrift since Colorado feed-lots were cleaned out. So far Jersey City has not exerted a seasonally demoralizing influence, but will be heard from in that capacity sooner or later. Lower prices will naturally expand consumption, which has been seriously restricted by the high June market.

THE STOCKER MARKET

J. E. P.

STOCK-CATTLE TRADE awaits corn-crop developments. The present situation is radically different from that of a year ago, when the country was full of old corn. Reserves have disappeared meanwhile, and it is probable that stocks, both at primary markets and in the interior, are down to the lowest levels in many years. However, the new crop is coming along under favorable conditions, with a large acreage and a good stand, although generally three weeks behind its schedule. A bumper crop, which is not impossible, will insure a broad demand for stockers. Always, however, a September frost must be reckoned with.

Under such feed conditions, beef-makers have been reluctant to invest, especially in fleshy steers. Summer feeding is, in fact, practically confined to those feeders with corn in the crib, as in many localities it has been impossible to make beef without shipping in grain. As a result, the movement of fleshy steers from central markets to feed-lots has been restricted, and will be, as feed is always the factor of major importance. Fleshy feeders have moved at \$8.50 to \$9.50, a few going out above the latter figure. For light stockers it has been a \$6.50 to \$7.50 market, according to quality, so far as the bulk is concerned, some good stock cattle having sold around or above \$8.

Added cost of putting up silage, owing to scarcity of farm labor, may restrict feeding next winter. Under present conditions, feeders will not look at common cattle; but next September, October, and November they will be in the market for that kind, making an effort to hold down initial cost and get as many cattle as possible for their capital. Full-feeding common, cheap cattle during the winter season has been profitable in recent years, and probably will continue to be, as such beef sells readily when well conditioned, at a period when western grasser competition is eliminated.

No market for southwestern calves has yet developed. It, too, awaits corn-crop developments; also the outcome of the season's yearling trade. A good market for fat yearlings will insure a broad demand for calves, and, as Texas is by no means long on "babies," it is logical to expect prices remunerative to breeders. The Highland Hereford people have arranged a series of Corn Belt sales in Iowa, Missouri, Indiana, Illinois, and Ohio, and other auctions of the same nature are contemplated.

THE KANSAS CITY MARKET

BY EDWARD S. KENNEDY

KANSAS CITY, Mo., July 1, 1923.

SEASONAL WIDENING in the spread of beef-cattle prices occurred here last month, as well as at all other markets. Packers' preference for well-fatted beef over that from animals showing grass sap was more marked in the past week than at any time this season, and wider spreads may be expected from this time on. Excessive water fills, for which buyers came in for some sharp criticism from headquarters week before last, resulted in a slow market and a sharply lower trend of prices last week, that practically wiped out previous gains in prices for best grades of fed steers and

sent the plainer grades down for a net loss of 25 to 50 cents for the month. Corn-fed grades show a small advance. Receipts were large, the relatively high level of prices attracting more than the usual quota, while other markets had decreases. Throughout most of the month the scale of prices here was practically as high as at Chicago. Best heavy cattle sold around \$11 at all times, and top prices reached \$11.25—the highest of the year. The bulk of fed steers brought \$9 to \$10.50. The advance guard of Texas and Oklahoma grass-fat steers arrived last week, and sold largely for \$5 to \$6.50. Receipts of south-Texas steers in the quarantine division, though not so large as last month, were more than expected and much larger than a year ago. Sales ranged from \$3.50 to \$7, with few above \$6.

With their coolers full of low-priced steer carcasses, packers have maintained an extremely bearish attitude toward plainer grades of cows, just as receipts of that class began to mount, with the result that animals showing anything but corn-fattening became practically unsalable last week, though salesmen took a dollar off prices. Cows which a month ago sold around \$4 to \$4.50 had difficulty negotiating anything over \$3 to \$3.50, if a bid could be found. Good and choice fed cows sold for \$6.50 to \$7, or 10 to 15 cents under prices a month ago. Cannerymen declined 25 cents, most this week selling for \$2.25 to \$2.50.

Inquiry for veal meat appeared to diminish this month, and, in spite of decreased calf receipts, prices turned down 50 cents, relatively few selling above \$9. A comparatively large supply of spring lamb was available at reasonable prices, and, as the same class of retail trade consumes the bulk of both products, the slump in veals is probably accounted for. It may be that buyers were discounting the movement of Texas calves, which is now getting under way.

Country inquiry for best grades of thin cattle held up well last month, but plainer kinds slumped steadily and are easily 25 to 50 cents under prices a month ago. Shipments from this point were well distributed between Missouri, Kansas, Illinois, and Iowa, with scattering states taking about as many in the aggregate as any one of the four. Sales of feeders above \$8 were not numerous, and \$9 was a rarity. Packers seemed to be outbidding the feeder-buyers for many of the half-fat cattle. Choice Panhandle stockers sold up to \$8, but sales at that figure were rare. Most brought \$6.50, and many plain stockers under \$6.

Normal June hog receipts, piling in on the huge surpluses built up in preceding months, depressed hog prices at one time to the lowest level in eleven years, and at this time mid-winter supplies have the market on the down-turn, following a moderate recovery from the extreme low point. Present prices are up 35 to 40 cents from the low spot, and 25 to 35 cents under those of a month ago. The \$7 quotation disappeared during the big slump, and has seldom shown since. Packers finally made good the assertion made last fall that they would buy at \$6. There was no evidence of panic on the part of producers, however. The supply of packing sows was no larger than usual, and demand for stock pigs for summer feeding actually increased, with a price gain of 25 cents per cwt.

Demand for lambs was broad all month. Prices fluctuated considerably, but there was a net gain of 50 to 75 cents, and the present trend is bullish. Native lambs furnished the bulk of supply, but the advance guard of Colorados is in the offing. Practically all lambs arriving here carried fleeces. Prevailing prices were \$14.50 to \$15, with a few at \$15.25. A small supply of mature sheep steadily enhanced in value. Present prices are up \$1 to \$1.50 from a month ago, Texas wethers selling up to \$8 and ewes at \$6.

THE DENVER MARKET

BY W. N. FULTON

DENVER, COLO., July 5, 1923.

ALTHOUGH RECEIPTS OF CATTLE at Denver in June were over 13,000 head lighter than for the same month of 1922, the loss is due to the falling-off in the movement of southern stocker cattle through this point to northern pastures. Native cattle receipts were fully as large as a year ago. Hog receipts were slightly larger in June this year than for the same month last year, while approximately 4,000 more sheep were marketed. Good-quality fat cattle are showing a sharp advance as compared with the close of May; hogs also are strong to 25 cents higher; while sheep and lamb prices are 50 to 75 cents up.

The June supply of fat cattle was of fair proportions. A year ago yearlings were meeting with strong demand and selling at a premium here. Today big, heavy steers are more in favor with buyers, while, if any class goes begging, it is the lighter animals. However, because of scarcity, all grades have been finding ready favor at the hands of buyers, and at the close of June good fat cattle of all kinds were selling at Denver considerably higher than at river markets.

Good-quality fat steers were moving at the close of May at \$9.50 to \$9.75. At the close of June the same grades were selling at \$10.25 to \$10.60, while quotations on fancy steers ranged up to \$10.75. Cows were very scarce at the close of the month of June. Choice grades were quoted up to \$8, and a good grade of dry-lot cows was selling at \$7.50 to \$7.75, while grass cows of good quality were bringing \$6.25 to \$7. One month ago good dry-lot cows were bringing \$7.50 to \$7.75. Yearlings sold at the close of June at \$10 to \$10.35 for the choice kinds, whereas the same grades were selling a month ago at \$9 to \$9.25.

Total receipts of cattle for June, 1923, were 33,305, as compared with 47,918 in June of last year.

The hog trade at Denver was decidedly uneven during the major portion of the month, but withal prices worked slightly higher, and at the close the market is around a quarter higher than at the close a month ago. California shipper buyers were in the market a good portion of the time during the past couple of weeks and took a goodly share of the hogs. They were willing to and did pay higher prices than the packer buyers for their hogs, the result being an active trade at advanced prices on days when they were in the trade, and lower markets when they were not buying. Packer buyers were willing to pay prices in line with river markets for their hogs, but they claim they cannot compete with pork purchased at eastern points, if they are forced to pay above the eastern market prices for their supply.

Good hogs were selling at the beginning of June at \$7, and a good many were bringing below that figure. At the present time good hogs are selling up to \$7.40 and \$7.50, while very few have to sell under \$7.

Receipts of hogs were 39,357 head at Denver in June, as compared with 37,911 in June one year ago. For the six months ending July 1 hog receipts were 283,836 head, compared with 231,022 head for the same six months of 1922.

California, Nevada, and Idaho supplied most of the sheep and lambs received on the Denver market during the month. Demand was good, and the few consignments received here from day to day found ready outlet at prices rather above those prevailing at river markets. Good fat lambs were selling at the beginning of the month around \$14, whereas at the close the same grades were bringing \$14.50, with quotations up to \$14.75 on choice stock. Ewes were selling around \$6.25 to \$6.50 one month ago. Today the same grades are quoted at much the same prices, although very few have been received here of late. The ewe market sagged considerably during the middle of the month, at which time good ewes crossed the scales at \$5.25 to \$6. Later most of the loss was regained.

Sheep receipts at Denver for June were 20,297 head, compared with 16,629 in June of 1922. For the year 1923 to July 1 total sheep receipts here were 546,192, as against 566,510 for the first six months of 1922.

Receipts of cars of all classes of stock here in June were 1,305, as against 1,698 in June one year ago; the decrease, as noted above, being in the shortage in the movement of southern stockers through this point.

THE CALIFORNIA MARKET

BY R. M. HAGEN

AT SAN FRANCISCO the market remains steady, with \$6.75 to \$7.25 being paid for good steers, \$5 to \$5.50 for cows, and \$9 to \$9.50 for light calves, all delivered in San Francisco. Country sales are reported at \$6.50 to \$6.75 for steers, f. o. b. cars.

The Los Angeles market is paying \$7 to \$7.40 for good steers, delivered at Los Angeles, the bulk going at \$6.25 to \$6.75. Good cows are bringing \$5 to \$5.50, and calves \$10 to \$10.50.

While feed conditions throughout California are quite satisfactory, the supply of really fat cattle is very low at this time. This is undoubtedly due to the fact that more than 10,000 head have been shipped out of the state during the past few weeks.

Cattle scab has been discovered in the Imperial Valley, and every means is being taken by the state veterinarian to control the disease.

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LIVE-STOCK MARKET QUOTATIONS

Friday, June 29, 1923

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BEEF STEERS:	CHICAGO	KANSAS CITY	OMAHA
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Choice and Prime.....	\$10.50-11.40	\$10.25-10.90	\$10.15-11.00
Good	9.65-10.50	9.25-10.25	9.30-10.15
Medium	8.25- 9.65	8.50- 9.25	8.00- 9.30
Common	7.00- 8.25	6.85- 8.50	6.80- 8.00
Light Weight (1,100 lbs. down)—			
Choice and Prime.....	10.25-11.25	10.00-10.75	9.95-10.85
Good	9.25-10.25	8.85-10.00	9.15- 9.95
Medium	7.75- 9.25	7.85- 8.85	7.70- 9.15
Common	6.00- 7.75	6.15- 7.85	6.00- 7.70

BUTCHER CATTLE:

Heifers, Common to Choice.....	5.50- 9.75	4.35- 9.15	5.00- 9.35
Cows, Common to Choice.....	3.50- 8.35	3.40- 7.25	4.00- 8.10
Bulls, Bologna and Beef.....	4.35- 7.40	3.85- 6.25	3.75- 7.25

CANNERS AND CUTTERS:

Cows and Heifers.....	2.00- 3.50	2.25- 3.40	2.00- 4.00
Canner Steers.....	3.50- 4.75	3.00- 4.25	-----

VEAL CALVES:

Lt. & Med Wt., Med. to Choice.....	8.25-10.25	6.00- 9.00	6.50-10.50
Heavy Weight, Common to Choice.....	4.00- 8.75	4.00- 8.00	4.25- 8.50

FEEDER STEERS:

1,000 lbs. up, Common to Choice.....	6.85- 8.50	6.65- 9.00	6.50- 8.75
750-1,000 lbs., Common to Choice.....	6.00- 8.50	6.50- 8.85	5.50- 8.55

STOCKER STEERS:

Common to Choice.....	4.75- 8.40	5.15- 8.40	4.50- 8.25
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STOCKER COWS AND HEIFERS:

Common to Choice.....	3.50- 6.00	3.00- 6.00	3.25- 5.85
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HOGS

Top	\$ 7.10	\$ 6.80	\$ 6.75
Bulk of Sales.....	6.50- 7.00	6.55- 6.75	5.90- 6.60
Heavy Wt., Medium to Choice.....	6.50- 7.00	6.60- 6.80	6.20- 6.50
Medium Wt., Medium to Choice.....	6.60- 7.10	6.65- 6.80	6.30- 6.60
Light Wt., Common to Choice.....	6.55- 7.10	6.20- 6.70	6.00- 6.60
Light Lights, Common to Choice.....	6.50- 7.00	6.15- 6.40	-----
Packing Sows, Smooth.....	5.80- 6.25	5.90- 6.00	5.50- 5.75
Packing Sows, Rough.....	5.50- 6.00	5.80- 5.90	5.00- 5.50
Killing Pigs, Medium to Choice.....	5.90- 6.60	-----	-----
Stock Pigs, Common to Choice.....	-----	6.00- 6.60	4.00- 5.50

SHEEP

LAMBS:			
Medium to Prime.....	\$13.25-15.85	\$13.25-15.25	\$13.25-15.25
Culls and Common.....	8.25-13.25	7.00-13.00	8.50-13.25
YEARLING WETHERS:			
Medium to Prime.....	10.00-14.00	8.25-13.00	10.00-13.25
WETHERS:			
Medium to Prime.....	4.50- 8.25	5.50- 8.50	4.50- 7.50
EWES:			
Medium to Choice.....	3.50- 7.00	3.75- 6.25	3.50- 6.00
Culls and Common.....	1.25- 4.00	1.00- 3.75	1.00- 3.50
FEEDING LAMBS:			
Medium to Choice.....	-----	-----	10.00-12.75

FEEDSTUFFS

PRICES on the new crop of cottonseed cake and meal have not yet been quoted. The price on the old crop, 43 per cent protein content, Texas common points, is \$41. Hay has greatly declined in price and was selling at Kansas City on July 2 as follows: prairie—No. 1, \$14.50 to \$15; No. 2, \$12 to \$14; No. 3, \$8.50 to \$11.50; packing, \$6 to \$8; midland—No. 1, \$10 to \$11; No. 2, \$8 to \$9.50; lowland—No. 1, \$9 to \$10; No. 2, \$7 to \$8.50; alfalfa—select dairy, \$22 to \$24; choice, \$19.50 to \$21.50; No. 1, \$18 to \$19; standard, \$15.50 to \$17.50; No. 2, \$11.50 to \$15; No. 3, \$9 to \$11; timothy—choice, \$20; No. 1, \$18.50 to \$19.50; standard, \$17 to \$18; No. 2, \$14.50 to \$16.50; No. 3, \$19.50; clover-mixed—light, \$18 to \$19; No. 1, \$14 to \$17.50; No. 2, \$15.50 to \$18; clover—No. 1, \$12 to \$15; No. 2, \$7 to \$7.50.

Meat protein is of the highest nutritive value. A liberal proportion of meat in the diet serves as health insurance.

LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES showing receipts, shipments, and slaughter of live stock at sixty-eight markets for the month of May, 1923, as compared with May, 1922, and for the five months ending with May, 1923 and 1922:

RECEIPTS

	May		Five Months Ending May	
	1923	1922	1923	1922
Cattle.....	1,900,008	1,878,023	8,375,804	8,014,607
Hogs.....	4,523,988	3,736,550	23,567,106	18,104,651
Sheep.....	1,794,372	1,691,979	7,673,165	7,618,191

TOTAL SHIPMENTS*

	May		Five Months Ending May	
	1923	1922	1923	1922
Cattle.....	716,186	779,842	3,158,778	3,232,894
Hogs.....	1,443,443	1,149,471	8,094,996	6,511,633
Sheep.....	908,610	831,879	3,513,225	3,617,029

*Includes stockers and feeders.

STOCKER AND FEEDER SHIPMENTS

	May		Five Months Ending May	
	1923	1922	1923	1922
Cattle.....	300,441	385,810	1,222,726	1,351,793
Hogs.....	67,348	70,249	342,018	289,228
Sheep.....	216,009	145,499	752,247	737,660

LOCAL SLAUGHTER

	May		Five Months Ending May	
	1923	1922	1923	1922
Cattle.....	1,172,944	1,085,967	5,165,284	4,726,763
Hogs.....	3,072,396	2,571,537	15,446,000	11,587,082
Sheep.....	888,189	852,298	4,153,682	3,996,602

STORAGE HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY of holdings of frozen and cured meats on June 1, 1923, compared with June 1, 1922, and the average holdings on June 1 for the last five years, as announced by the Bureau of Agricultural Economics (in pounds):

	June 1, 1923	June 1, 1922	Five-Year Average
Frozen beef.....	41,166,000	37,548,000	122,200,000
*Cured beef.....	23,756,000	19,304,000	23,713,000
Lamb and mutton.....	4,582,000	2,310,000	7,100,000
Frozen pork.....	210,503,000	114,571,000	145,767,000
*Dry salt pork.....	213,905,000	157,690,000	345,106,000
*Pickled pork.....	482,088,000	363,395,000	387,951,000
Miscellaneous.....	66,871,000	50,205,000	79,065,000
Totals.....	1,042,871,000	745,023,000	1,110,902,000
Lard.....	84,671,000	123,798,000	129,477,000

*Cured and in process of cure.

"THE PRODUCER is the best stock paper I ever read."—T. G. WALTER, Prescott, Ariz.

LITTLE WOOL CHANGING HANDS

J. E. P.

"LAY OFF!" was the admonition given wool-buyers several weeks ago. The result has been an idle market. To some extent conditions have changed, as the British textile industry is anything but prosperous, and the French occupation of the Ruhr has handicapped German textile-makers. But that a determined and concerted effort to repress the rising tide of wool values is being and will be made is indisputable. Boston became eloquently pessimistic overnight, its trade gossip being slumpy; but this has been discredited by reports from New York—the national clothing center—indicating an unusually heavy demand for men's light-weight clothing and sports wear all over the country. Depleted stocks of fabrics for both men's and women's wear do not justify the bearish attitude that Boston has recently assumed toward wool. Doubtless that attitude would change if less wool was in growers' hands and a larger percentage of the 1923 clip in possession of either manufacturers or dealers. At this writing it is a 40- to 50-cent market, according to grade and quality. Considerable western wool is being consigned to eastern lofts on growers' account.

Fifty cents per pound is not an exorbitant price for good cross-bred wool, especially when the two most important factors—visible supply and consumptive requirements—are taken into the reckoning. Other factors are cost of manufacturing and distribution. Wages of textile operators have been marked up, and there is a notable disposition to advance cost of clothing to consumers, which may operate to restrict buying, although the public has been able to go the pace so far. The avowed policy of both manufacturers and distributors is to go along with bare shelves, thus avoiding possibility of repetition of the heavy inventory losses of 1920. Obviously they are buying on a hand-to-mouth basis. During June, trade in the West contracted to small volume, and early July found the market in comatose condition, producers holding stiff in their ideas concerning values. At that stage it was estimated that approximately 18 per cent of the Montana clip, 45 per cent of the Wyoming clip, 15 per cent of the California clip, and practically all of the Washington, Arizona, and Utah clips had been sold or consigned.

Woolen and worsted mills are still well employed, but it is claimed that they are working on old orders and are booking little new business. This may be a fact, and, again, it may be a ruse to "bear" the wool market. A cool spring all over the East undoubtedly hampered merchandising of light-weight clothing; but June came warm, stocks are moderate, and a clearance is assured. Nothing is more conducive to maintenance of business morale than light stocks.

Current consumption of wool is somewhat smaller than earlier in the year, but is put at about 850,000,000 pounds annually. If this continues, there will be no possibility of an accumulation. Foreign markets reflect domestic conditions, a lull in activity being in evidence everywhere.

MEAT SITUATION IN JUNE

[Institute of American Meat Packers]

A broad demand for hams, the best in recent years, characterized the meat trade during the month just closed, and continues at the present time. With prices at attractive levels, as indicated by the fact that wholesale values are one-fourth to one-third lower than at this time a year ago, the public has been buying hams in very large quantities. With continued heavy receipts of hogs, the supply has been adequate to fill the demand, and prices have remained practically without change, at relatively low levels. Picnics and other smoked meats also have been selling briskly at low prices. The production of pork products for the first half of 1923, as indicated by the receipts of hogs at twenty leading markets, has been about 30 per cent greater than for the same period a year ago. This indicates to some degree the extent of the recent and current trade.

The beef business has been on a rather unsatisfactory basis. Hot weather during the latter part of the month affected the demand, particularly for forequarter cuts.

CLOSING WHOLESALE PRICES ON WESTERN DRESSED FRESH MEATS

For Week Ending Friday, June 29, 1923

BOSTON

BEEF		LAMB AND MUTTON	
STEERS:		LAMBS:	
Choice	\$15.00-15.50	Spring	\$30.00-33.00
Good	14.50-15.00	Choice	28.00-30.00
Medium	13.50-14.50	Good	24.00-27.00
Common	11.00-13.00	Medium	22.00-24.00
		Common	15.00-22.00
COWS:		MUTTON:	
Good	12.00-13.00	Good	14.00-17.00
Medium	11.00-12.00	Medium	11.00-13.00
		Common	10.50-11.00

NEW YORK

STEERS:		LAMBS:	
Choice	\$16.00-17.00	Spring	\$25.00-28.00
Good	14.50-16.00	Choice	26.00-28.00
Medium	12.00-14.50	Good	22.00-26.00
Common	8.00-10.50	Medium	20.00-22.00
		Common	12.00-18.00
COWS:		YEARLINGS:	
Good	11.00-12.00	Good	17.00-18.00
Medium	10.00-10.50		

Shorthorns Selected by Experienced Grazier

During the last week in April and the first week in May United States Senator J. W. Wadsworth, Jr., Geneseo, New York, now serving his second term at Washington, was on the Chicago market selecting 500 steers and 450 cows and heifers to be grazed on the 6,500-acre farm owned by the Senator and his father, J. W. Wadsworth, Sr., a former member of Congress. Members of the Wadsworth family own about 30,000 acres of land, and farming is their source of income.

Their system of agriculture is permanent. In this connection it is significant that upwards of 90 per cent of the cattle selected were Shorthorns. The Senator likes Shorthorns—they adapt themselves readily to new conditions, gain 300 pounds during the season, fatten smoothly, and sell well.

For literature about Shorthorns address

American Shorthorn Breeders' Association

13 Dexter Park Avenue
CHICAGO, ILLINOIS



TRADE REVIEW

SURVEY OF INDUSTRIAL CONDITIONS

BY JAMES E. POOLE

AMERICA'S TROUBLE KIT is as full as was Pandora's box. We have the K. K. K. locally, the ubiquitous boot-legger nationally, the impending presidential election, the "reds" and the "pink-reds," Henry Ford's presidential boom, Harding's policies, and other topics, other than the weather, which everybody talks about. Labor, accumulating dissatisfaction as its exactions become more exorbitant, threatens new obstacles to the orderly course of industry. Wall Street is nursing the headache that invariably follows a financial orgy, insuring repetition of the performance. Agrarian discontent is as pronounced and as audible as ever, reflecting on the plans of those politicians and amateur economists who are boasting of their ability to remedy evils in that sphere.

General conditions at midsummer are less encouraging than a few months back. The anvil chorus of optimism has been silenced—temporarily at least; a good thing, as the professional, penny-a-line boosters had become too noisy. Fundamentally the situation—industrially, commercially, and financially—is sound, but danger-signals are to be detected. A building boom at runaway prices is one; national extravagance in motor-car buying, another; a mass of undigested securities, still another. The Wall Street orgy did not stop a moment too soon, and it is high time to put a limit on the battery of printing-presses engaged in grinding out bonds, preferred stocks, and other securities, which the investing public is incapable of absorbing and which are being used as collateral, loading banks with millions in congealed, if not frozen, assets.

Repetition of the demoralization of 1920 in trade, finance, and industry is improbable, as conditions then and now are radically different. At that time the country was loaded with huge stocks of raw material and manufactured goods, acquired at war prices, on which deflation and loss were inevitable. Under present conditions stocks are small—almost to the vanishing point in many instances—so that precipitate depreciation is impossible. Readjustment of values may be accepted as a foregone conclusion, but, conducted over a period of years, will do no radical harm. The last thing the country needs is a boom; and, in the spheres of building and motor-car manufacture at least, semi-boom conditions had been reached before the brakes were applied recently.

Labor is still well employed at good wages; but, especially in the case of organized labor, there is a tendency toward rapacity. Just why men earning \$1 to \$1.25 per hour should attempt killing a goose laying golden eggs by striking may be a mystery, but that is what is happening. These incipient strikes mean the loss of millions of hours of labor—a loss that can never be regained, although labor appears to regard idleness as a sound investment. Possibly a little enforced idleness might exert a healthy influence, which is what will happen if labor continues its present policy.

What the country needs is increased production; not of agricultural products, for agriculture has never resorted to anything savoring of sabotage, but of lumber, cement, and other basic raw materials. There is a pronounced disposition on the part of men earning \$8 to \$20 per day to spend part of their time in idleness, with the avowed object of restricting production, on the theory that present wages may be main-

tained by that method. This economic heresy has become a doctrine with labor. Pursued to its logical end, it is a policy that will restrict consumption, to the detriment of producers. Buyers' strikes are popular and easily started. What the country needs at this juncture is a sane financial and industrial policy. Possibly the creation of a moderate labor surplus would put the strike and wage aviation microbes under restraint. Bankers should restrict the issuance of indigestible securities, and the states and municipalities should clamp down the lid on the recent flood of tax-exempt bonds, every ream of which means not only additional evasion of taxation, but a greater burden on those unable to participate in such evasion. Suspension of the road-building campaign until cost drops is an imperative necessity. Foreign loans should have no place in the financial program, profitable though they may be to the interests that pocket the rake-off.

The public is spending as it rarely has spent before. This keeps money in circulation, but also piles up debts that sooner or later must be liquidated. Pay-day, like wash-day, always comes around, no matter how it may be deferred.

EXPORTS OF MEAT PRODUCTS IN MAY

EXPORTS OF MEAT AND MEAT PRODUCTS for the month of May and the eleven months ended May, 1923, as compared with the corresponding periods of the last fiscal year, were as below, according to data made public by the Department of Commerce:

BEEF PRODUCTS (Pounds)

Articles	May		Eleven Months Ended May	
	1923	1922	1923	1922
Beef, fresh.....	448,299	239,635	3,864,664	3,780,622
Beef, canned.....	221,135	278,238	2,125,466	3,511,720
Beef, pickled, etc.....	1,612,194	1,927,751	22,078,380	24,227,158
Oleo oil.....	8,917,924	13,026,083	96,937,745	104,890,642
Totals.....	11,199,552	15,471,707	125,006,255	136,410,142

PORK PRODUCTS (Pounds)

Articles	May		Eleven Months Ended May	
	1923	1922	1923	1922
Pork, fresh.....	2,331,173	683,907	40,408,346	23,815,018
Pork, pickled.....	2,442,929	2,342,019	37,956,633	30,504,263
Bacon.....	34,524,491	19,069,743	379,640,897	326,481,561
Hams and shoulders.....	30,031,731	24,988,328	288,437,579	240,088,457
Lard.....	93,198,992	50,816,583	888,036,468	755,130,095
Neutral lard.....	2,143,748	1,176,012	25,311,584	17,864,804
Sausage, canned.....	232,770	236,481	2,500,236	1,778,826
Lard compounds.....	425,537	1,085,004	10,583,934	28,831,285
Margarine.....	80,940	177,547	1,927,220	1,879,037
Totals.....	165,412,311	100,575,624	1,674,802,897	1,426,373,346

Growth of Dairy Industry in Argentina

In 1921 there were 4,960 establishments engaged in the dairy industry in Argentina, compared with only 1,684 in 1914. The total output of butter in 1921 was 71,629,000 pounds, of cheese 52,344,000 pounds, and of casein 16,967,000 pounds.

Canneries for South Africa

South Africa's biggest problem—surplus cattle—may be solved by efforts now being made to establish meat-canning and meat-products factories in Durban and other cities in the grazing belt, according to a consular report. Those promoting the scheme are confident that they can put on the market goods identical with the imported American and Australian products for at least 20 per cent less.

FOREIGN

LIVE-STOCK INTERESTS IN AUSTRALASIA

BY A. C. MILLS

[Special Correspondence to The Producer]

MELBOURNE, May 15, 1923.

LIGHT TO MODERATE RAINS fell over the principal grazing areas of the southern states of Australia—the districts that are mainly devoted to sheep-raising—during the second week in May. While the falls were not heavy enough to break the drought, they have relieved anxiety and should be sufficient to give pastures a start.

A good deal of the northern cattle country is still very dry. The coastal belt of Queensland has recorded fine rains during the month, but there has been little improvement in the outlook inland, where the large cattle ranches are mostly located. A recent report states that the gulf country—a wide belt of plains lying south of the Gulf of Carpentaria in Queensland—is in worse condition than the proverbial oldest inhabitant can remember. And this is usually considered such safe country. It is estimated that, if rains do not come soon, a loss of 100,000 head is possible. West Queensland is almost as bad. On the other hand, the Northern Territory and the northwest of Western Australia are in splendid heart, thanks to frequent and copious storms.

The frozen-beef export season is now fairly under way. All the packing-houses in Queensland, with the exception of two in the Brisbane district, are slaughtering cattle. Owing, however, to the unfavorable weather out back, only a short run is anticipated, it being considered probable that the total killings will not exceed 180,000 head. Despite an apparent weakness in the overseas market for beef, the companies are maintaining their prices. According to the latest advice, those operating in the south of the state are buying bullocks on the basis of \$4.20 to \$4.44 per cwt., in the central district at about \$4.32, and in the north at \$3.12 to \$3.24. These rates are for the best stock and are exclusive of the federal bonus. Seconds and cows are generally 72 cents per cwt. less.

The bonus, as explained in my last dispatch, is one-half cent per pound, and applies only to beef actually exported. As approximately 80 per cent of every 100 pounds, dressed, is exported, it may be said to be worth 40 cents per cwt. to the grower. The regulation authorizing the payment of the subsidy provides that the producer must receive the whole of it.

The only packing-house outside Queensland to be handling cattle in any volume is the West Australian government's factory at Wyndham, on the northwest coast. These works are considerably hampered by the smallness of the cold-storage chambers and remoteness from regular steamer routes, which latter means extra freight charges. The management hopes to put through about 24,000 head during the winter. Under the terms of the agreement entered into between the government and graziers, the buying basis is \$2.40 per cwt. for export bullocks, and \$1.32 for rejects, delivered at the works. However, it is provided that, if the actual realizations of the beef exceed the basic price of 8 cents per pound for hinds and 6 cents for fores, the grower is to receive the whole of such excess up to 1 cent per pound and 50 per cent of anything over 1 cent per pound. The producer also, of course, gets the benefit of the federal bonus. The sum of \$2.40 per cwt., plus the

subsidy, is a miserable price for cattle; but, considering all the circumstances, it is the best the government can offer, and will probably barely cover the cost of working and pay the interest bill. On the other hand, the grower has no other outlet except the wasteful one of sending his stock alive by sea to Perth, or to the islands to the north of Australia.

There is no probability of Vestey Brothers opening their big packing-house at Darwin, in the Northern Territory, this year, at all events. These works cost the firm just on \$5,000,000 to build, but the cost of operating has been so high that they have been closed down since, I think, 1919. The company recently approached the federal government with a request for a special subsidy, to enable them to operate; which request has been turned down. As a sort of side line, they are shipping live cattle to Manila, but the trade is insignificant. During the whole of 1922 they dispatched only 6,010 head, and the number during this year, up to May 1, was 2,600. The government has agreed to extend the bonus of \$2.40 per head on live cattle exported from the original March 1 to January 1.

The Australian Meat Council, with the object of opening up new markets and stimulating the old ones for beef and cattle in "the East," last month sent two delegates to those parts. They are to visit Manila, Hongkong, China, Japan, Straits Settlements, Java, etc. Their commission is comprehensive; for, in addition to conducting propaganda, it includes reporting on all kinds of subjects even remotely connected with meat markets, prospective or otherwise. Although the Meat Council is hopeful of good results from the delegation, those packers that have been catering for the "eastern" trade for years past do not expect much to come of it.

The recent rains in the south have materially firmed stock values there. All descriptions—fats, stores, and breeders—have advanced sharply, and the market is still rising. The following are last week's quotations, at per head, for fats in the metropolitan yards specified: Melbourne—prime heavy bullocks, \$86 to \$92.50; extra-weighty ditto, to \$117.50; medium ditto, \$70 to \$85; fat cows for the butchering trade, \$62.50 to \$69; prime cross-bred wethers, \$8.90 to \$10; ditto ewes, \$7.20 to \$8; fat Merino wethers, \$8.90 to \$9.60; ditto ewes, \$6.50 to \$8; lambs, \$6.50 to \$7.75. Sydney—prime heavy bullocks, \$65 to \$75; extra-heavy ditto, to \$90; light weights, \$55 to \$64; prime cross-bred wethers, \$6.70 to \$7.75; ditto ewes, to \$6.25; prime Merino wethers, \$7.20 to \$8.75; ditto ewes, to \$6.80; cross-bred lambs, \$6 to \$6.75. Brisbane—handy-weight bullocks, for the local trade, \$35 to \$42.50; extra, to \$48; medium lines, \$25 to \$32.50; fat cows, \$17.50 to \$30.

Heavy rains, snow on the highlands, and floods on the plains have been the outstanding features of the weather in New Zealand during the month. It is extraordinary the amount of rain that has fallen there since October, the pity of it being that some could not have been diverted to Australia. In the latter country we have seen stock falling away for lack of water and feed, while in many parts of the former animals have lost condition—or perhaps it would be more correct to say, have failed to put on proper condition—because water has been too plentiful and feed too prolific. A fair number of cattle are still being slaughtered for export at the two or three North Island packing-houses that cater for the frozen-beef export trade. The buying price for prime bullocks is \$4.80 per cwt., with heifers at about \$4.20. Killings are not likely to extend into the winter.

New Zealand Retaliates

Restrictions imposed by the United States tariff against the importation of New Zealand agricultural products has had the effect of keeping the people of that country from buying American goods, according to a New Zealand source.

ENGLISH LIVE-STOCK LETTER

BY JOSEPH RAYMOND

[Special Correspondence to *The Producer*]

LONDON, June 16, 1923.

WHATEVER PERMANENT EFFECT may eventually be made on the course of live-stock prices by the new import trade in Canadian cattle—and many are still skeptical as to the ultimate importance of this supply in the markets of Great Britain—the Canadian factor is evidently exercising some influence on the markets at the present time; for during the last week or two it is generally thought that there would have been a considerable slump in the value of live stock here, in view of the heavy home supplies forthcoming, had it not been for a persistent shortage in the arrivals of Canadian beasts. As a matter of fact, the fat animals arriving actually realized at times more than the best meat on the hoof at inland farms, and beef prices at Birkenhead have been higher than at the majority of the other wholesale markets of the kingdom. This is a significant symptom.

As regards the prices fetched by Canadian cattle finished off on home pastures, a few, for example, off Leicestershire grass have sold in London this week at from \$1.61 to \$1.69 per 8 pounds (reckoning \$4.61=£1), but they were not quite of the right quality to make a high price in the metropolis. Norfolk box-fed stock has made at the same time \$1.80 to \$1.84. Best Hereford and Shorthorn fat stock has realized \$1.80; Irish, \$1.72; fat cows, \$1.31; and bulls, \$1.03. In York the pick of the cattle offered have made from \$15.21 down to \$13.83 per 112 pounds, live weight. As to Canadian stores in the various markets, one notes that they have been offered in the eastern counties at Norwich at from \$126.75 to \$161.35 per head, and have sold quickly at these rates. At Birkenhead the average of late has been \$144.05.

Fat-stock markets in sheep and lambs have been very steady recently, although lambs have been a trifle easier in price. This tendency has been induced by the advance of the Irish lamb trade, which will tend to curb rising prices. Down lambs have sold in London wholesale markets at 36 cents and cross-breds at 34 cents per pound. In the north fat-lamb prices have ranged from 30 to 38 cents per pound, registering a slight fall.

Frozen-meat stocks are very considerable in Great Britain at the present time, but it is expected that frozen-lamb prices, which, like those of mutton, have recovered from the slump of a month ago, will be steadily on the up-grade, or at least will maintain until August, the close of the season. Later there are prospects of a long and continued shortage of stocks in the stores of this country. For one thing, Australian lamb exports are expected to be very low next season. Chilled-beef supplies have been in shorter compass during the past month, and the relief to the general imported-beef market has been immediate. There has just arrived this week the "Marquesa," an Argentine boat which was in collision and sustained considerable damage. A portion of her cargo has been frozen down and marketed in that condition.

Numbers of Australian beef-producers are in London at the present time, and all are busily investigating the prospects of improving the condition of the beef trade for the future. There are small prospects of improvement ahead, and, in the opinion of one of the biggest frozen-beef exporters from the Southern Hemisphere, matters in this market will not right themselves until beef production throughout the world has declined somewhat as a result of impoverished values. It is significant to note that advices from Argentina state that the present heavy rate of slaughter of breeding cows in the republic is likely to result in a considerable reduction in the supply

of beef animals the year after next. Undoubtedly Australians will not breed for export with the present market conditions in vogue, and the result will be an all-round falling-off in beef production. When that comes, the price pendulum may be expected to swing once more.

Some attention is being paid by those interested in the Australasian trade to the likelihood of establishing new markets in central Europe, where, it is said, Armour and Swift are obtaining prices up to 9 cents per pound c. i. f. at the present time. Apparently good facilities exist for railfing frozen beef through in refrigerator cars from Hamburg to Vienna and other central European markets. Germany itself seems loath to import foreign supplies wherever avoidable.

Good results are reported in London to have attended the experimental revision of cutting methods practiced on nodule-affected beef from Australia. Instead of mutilating the quarters by cutting away the brisket and other portions, the excision of the nodules by cutting while the meat is hot has been tried, and has apparently found favor with the existing authorities on this side. If the method is officially recognized, some benefit should accrue therefrom to the Australian exporters.

DUAL-PURPOSE COWS IN NEW ZEALAND

BY LOUIS G. CONNOR

DAIRYING has made great strides in New Zealand, particularly since about 1905. A very large part of this growth has been predicated on the use of dual-purpose cows, which make heavy contributions to the beef supply. The introduction of milking-machines has greatly facilitated the growth of the dairy industry, with its large and continuous amount of daily chore in a country where labor is scarce and relatively costly. Rising land values and production costs have caused a steady trend toward smaller, more intensively worked farms. Beef cattle have tended to give way before the changing economic conditions of production, just as Merino sheep, kept mainly for wool, long since had to give way to cross-breds, kept as much for mutton as for wool, if the sheepmen were to stay in competition with grain-farming and dairying. But the change to dairying has not as yet meant a change primarily to the vealing of calves, with herd receipts derived mainly from milk. The long grazing season (year-long grazing is universal on the North Island and to a very large extent on the South Island) and the equable climate make for cheap beef as well as for cheap dairy production. But a large part of the receipts coming from beef minimizes the danger of unprofitable seasons in specialized dairying—a matter of large importance in a country situated so far from the market for its surplus dairy products. Accordingly, of the 1,117,000 cows two years old and older kept for dairying in 1921, more than 50 per cent were milking Shorthorns, as compared with approximately 30 per cent of Channel Island breeds (Jerseys and Guernseys), 11 per cent of Friesians, and 3 per cent of Ayrshires. The number of milking Shorthorn cows (580,000) exceeded the number of all cows two years old or over, maintained in beef herds, by 25 per cent.

New Zealand is pre-eminently fitted for live stock, and the North Island is especially well adapted to dairying, since winter shelter is entirely unnecessary. Some fodder crops are produced to supplement pastures during the cold season, which nowhere is severe, and some green forage crops are being grown for feeding off during the drier summer months, but practically all the grain matured is used for stock feed. The New Zealand authorities claim, apparently with good reason, that more butterfat per acre is produced on many farms in the Taranaki district than in any other area of equal extent

in the world where all the feed consumed is raised on the farms on which it is fed. More recently dairying has made remarkable progress in the Waikato and Auckland districts, particularly the latter, which now leads the dominion in butter and dried-milk exports. Better handling of the land, particularly in manuring, extension of root and forage crops, seeding of native tussock lands with English grasses, and close culling of the cow herds, have resulted in the rapid growth of North Island dairying. The recent stagnation of the wool and mutton markets, of course, has stimulated dairy production since 1919.

It was on the South Island that agriculture and live-stock husbandry were first established in New Zealand, and it is on that island that the bulk of the grain is now grown. The extensive, fertile plains and rolling uplands and hills of the south, east, and north sections, largely devoid of timber—particularly the Canterbury Plains, lying to the west and north of Timaru and Christchurch, and comprising over 3,000,000 acres of well-drained, fertile, well-watered land—were responsible for the early ascendancy of the South Island. Most of the North Island had to be deforested before settlers could make headway in farming or ranching. The South Island is far in the lead in grain-growing, particularly of wheat, and the Canterbury Plains furnish the bulk of that crop. Most other grain is chopped or ground for stock feed, as in the North Island. Partly because of a cooler climate, necessitating greater reliance on forage and root crops for winter use, and partly because of a smaller rainfall, as well as the competition from grain-growing, which, of course, is better adapted to the cooler area, the South Island is a poor second in all cattle as well as in dairy cattle. In fact, nearly 80 per cent of the New Zealand cattle are on the North Island. Sheep are fairly equally divided between the two, but are slightly more numerous on the North Island.

It has already been suggested that milking-machines have played an important part in the development of the New Zealand dairy industry. In 1921-22 there were 12,468 "milking plants" in use, as compared with 10,450 in 1920-21, besides 38,861 cream-separators, as compared with 32,024 at the earlier date. The approximate number of cows being machine-milked on January 31, 1922, was 533,345, or practically 50 per cent of the females two years of age or older in dairy herds. With land values and labor and other costs steadily advancing, operators on small-to-moderate sized holdings—i. e., those on which more recent settlers have been able to enter—have been forced to increase the return per acre by a greater intensification of production. By such means the return per man or per family has been comparable with such returns on much larger holdings under the more extensive beef-cattle system. Milking-machines, by greatly increasing the efficiency of the home labor supply, have not only made the dairy farmers more independent of hired labor, but have facilitated the more intensive production necessary on the moderate-sized holdings. The number of dairy farms increased from 24,349 in 1916-17 to 29,111 in 1919-20, with an average size at these two dates of 155 and 146 acres, respectively. "Agricultural holdings"—i. e., farms where live stock is not kept to a large extent—decreased in number from 12,509 to 10,146, and the average size from 224 to 219 acres. Pastoral and unspecified holdings decreased from 42,678 to 42,335 in number, but the average size increased from 848 to 877 acres. The number of dairy cows and heifers two years old and older increased from 720,323 in 1916 to 998,400 in 1922, or nearly 40 per cent, with, as already indicated, more than half of the milking Shorthorn strain at the latter date. Beef as a secondary product of dairying is at least equally important with beef from the more extensive, non-dairy herds in New Zealand at the present time.

FEWER OR BETTER CATTLE CANADA'S NEED

IN THE ANNUAL "Review of the Live Stock Market and Meat Trade," prepared by the Market Intelligence Division of the Canadian Department of Agriculture, we find the following sentences of wider interest:

"The conclusion to be drawn from a study of the past year's supply and demand is that we would do well with better cattle or fewer. Despite the available markets in Great Britain and the United States for unfinished cattle, the live-stock industry in western Canada will not perform its proper function until it makes better use of the ability of western soils to grow beef-making grain in an abundance not exceeded by any other country. . . . The time is not far distant when the chief markets for grains will again be supplied with heavy crops from eastern Europe. But as for beef, it is not likely that there will be for many years to come any danger of an overproduction of choice sorts. The world's live-stock industry is today suffering from an oversupply of poorly fed, and to some extent poorly bred, cattle. As far as we can see at present, Canada is the only country, capable of producing a heavy beef surplus, that is in a position to grain-finish her export supplies. . . .

"In whatever market we shall in future sell our surplus, we shall find early maturity and evidence of good type and grain-feeding our great selling factor. . . . It is evident that we cannot carry on a successful export trade against the product from other exporting countries on a straight competitive price basis, but must seek to establish, by virtue of merit, a level of price more nearly approaching that paid on the home-grown article."

ABUNDANCE OF CATTLE IN INDIA

AS IS WELL KNOWN, cattle are sacred to the Hindu, and everything connected with them is of the highest importance. One cannot walk down the principal streets of any large Indian city without having to share the pavement with phlegmatic Brahma bulls, who go about unattended and walk unmolested into the shops of native grain-sellers, where they help themselves to whatever appeals to their fancy, the proprietors meanwhile showing the utmost deference to their august visitors.

"Hindu propagandists," says the *Christian Science Monitor*, "just now have restarted the old cry that the British army, and other non-Hindu inhabitants, consume such quantities of beef that the stock of cattle in India is seriously impaired. This is very far from being the truth. In a recent report on the question, the assistant controller of military farms said that India was overstocked with cattle, and that it must be many years since it reached the limit of its natural carrying capacity in this respect.

"India, with little more than half the American area, carries double the total number of animals for draft purposes and milk production. The contrast is even more striking, as two-thirds of the cattle of America are consumed as human food, whereas the proportion in India is minute.

"The overstocking of cattle in India results in serious deterioration in the quality of the animals, with the result that the yield of milk is low, and that the draft capacity is limited. The cultivator—i. e., the peasant—has, therefore, embarked upon a vicious circle, and finds that, as time goes on, the gradual decline in the quality of his animals compels him to increase their number. Each factor reacts upon the other; for the more numerous the cattle, inevitably the less well-favored they become.

"The gradual rise in the standard of living has brought about a vast increase in the demand for milk; and there is at the present moment a very serious shortage of milk in every Indian city. Fifteen or twenty years ago milk was cheap and plentiful. The demand for it was comparatively small, owing to the poverty of the population. The problem, therefore, which the Indian peasant has to solve, and in which the government is endeavoring to assist him, is that of reducing the numbers and radically improving the quality of the Indian cow."

More than twenty states have enacted laws legalizing co-operative marketing associations of producers.

ROUND THE RANGE

CROP CONDITIONS IN MOUNTAIN STATES

The crop outlook is very promising throughout the Rocky Mountain region, due to favorable moisture conditions and the advent of warmer weather, according to the semi-monthly notes of the Division of Crop and Live-Stock Estimates issued June 15. Small grains have generally improved after the setback caused by low temperatures earlier in the season. Excessive rains in certain parts of Colorado, however, have necessitated replanting. Here, too, some hail damage has been done. Throughout the territory prospects are favorable for a good fruit crop, with frost injury negligible. Sugar beets are making a good growth in Utah, Wyoming, and Colorado, and cotton stands well in Arizona.

Ranges for the most part are excellent in Colorado and Wyoming, and good to excellent in Utah and Nevada. Live stock is in good condition in all states, and large calf and lamb crops are reported.

LIVE STOCK IN ARIZONA

Lack of buyers continues to be an unfavorable factor in the cattle situation, says the "Arizona Business Review" for May, although there is room for much improvement in range conditions. The number of cattle sold for spring delivery is less than had been expected, and inability of growers and feeders in the Northwest to take their customary quota of Arizona stock has been an adverse influence. Little change is shown in market prices. Range-sale prices reported range from \$24 to \$27.50 for yearlings and from \$30 to \$32 for two-year-olds. Range sales have been very slow, however, and many districts are badly in need of buyers.

Water is needed over most of the state's range area, and feed is short in many districts. Slight improvement is reported from a few northern localities, and dryness is noted particularly in the southeastern counties. Feeding has been started in some southern sections, other parts of the state reporting that cattle can be carried over until the summer rains begin. Stock generally has come through in good condition, with a good calf crop.

Present indications are that a larger proportion of the 1923 lamb crop will be carried over until fall than is usual, due mainly to feed conditions, which retarded growth. Wool shipments have been practically finished, at satisfactory prices.

MANY CATTLE IN KANSAS FLINT HILLS

Five per cent more feeders are being grazed in the Flint Hill district of Kansas this year than last, according to a recent survey by the Bureau of Agricultural Economics. While the spring migration from the Southwest was lighter than last season, purchases from stockyards have been unusually heavy. An experimental shipment of eighty cars of Brahma cattle was received from Florida. These arrived in weakened condition and suffered much from the cold weather into which they ran, but recovered quickly and are putting on good gains. The movement into Kansas from stockyards during the period from October to April was 359,000 head, compared with 250,000 a year ago. These cattle, which were purchased to consume the surplus of rough feed on farms last winter, were in excellent condition when pasture became available, and began moving to market late in June. The bluestem region has had plenty of rain this season, and the grass, above normal in growth, has been somewhat washy.

Conditions on the short-grass range in the western third of Kansas show a great improvement and are now rated at 95 per cent of normal.

PRODUCERS OPEN OKLAHOMA OFFICE

On July 2 the eleventh office of the National Live Stock Producers' Association was opened at Oklahoma City, under the name of the Producers' Commission Association, with headquarters at 239-240 Live Stock Exchange Building. The officers are T. J. Leahy, Pawhuska, president; T. P. Howell, Davis, vice-president; Gordon Gray, Chickasha, secretary; W. N. Rucker, Norman, treasurer. It has the active backing of the following organizations: Oklahoma Division of the Farmers' Educational and Co-operative Union of America, Oklahoma State Grange, Co-operative Grain Dealers' Association of Oklahoma, Co-operative Live Stock Association of Oklahoma, and Texas and Southwestern Cattle Raisers' Association. Dan Gaumnitz, who has had extensive experience as a commission man on the South St. Paul market, has been employed as manager.

The Chicago Producers' Commission Association has added a new sheep department, to take care of its rapidly growing sheep trade.

WHEAT COUNCIL OF UNITED STATES

Before adjourning, the National Wheat Conference, held at Chicago on June 19 and 20, created the Wheat Council of the United States, which on June 29 was incorporated under the laws of the State of Illinois. The principles of this body, as embodied in the articles of incorporation, are outlined thus by Sydney Anderson, member of the House of Representatives from Minnesota and chairman of the conference:

"The domestic price of wheat in the United States is set abroad. This price, through competition with certain countries less advanced than our own, prevents the wheat farmer of the United States from selling at a profit on his essential labor. This condition will last until, through knowledge of the facts, both production and consumption 'ap-

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proximate a balance' in the United States. The national importance of such a change is that the lasting prosperity of every industrial worker in our cities depends upon the prosperity of farming and upon wheat in particular; for wheat has a definite relation to the price level of farm products in general."

CO-OPERATIVE MARKETING

A compendium of the world's, and particularly America's, experience with co-operation has long been needed. Co-operation is the biggest question in agriculture today, and is of vital importance to every farmer and live-stock producer. The want is now supplied by a volume, "Co-operative Marketing: The Golden Rule in Agriculture," written by Herman Steen, managing editor of the *Prairie Farmer*, and brought out by the American Farm Bureau Federation. The development of the co-operative movement is traced from its beginnings, both in this country and abroad, and the history of more than a hundred of the leading organizations in the United States is told. Nearly all the material has been gathered at first hand, and the author's form of presentation is a direct, concise, unbiased recording of actual happenings, rather than an attempt at theoretical discussion or polemics.

The book, with its 366 pages, is highly interesting, instructive, and well written. It is the first volume to be published of the "Farm Bureau Book Shelf," whose aim is to put into the hands of farmers high-class, authoritative works at a nominal cost. Copies may be secured, at \$1 apiece, by addressing the American Farm Bureau Federation, 58 East Washington Street, Chicago.

"THE PACKERS' ENCYCLOPEDIA"

Among publications dealing with the meat-packing and allied industries, "The Packers' Encyclopedia," edited by Paul I. Aldrich and published by the *National Provisioner*, Chicago, occupies a unique position. No more complete presentation of all the data pertaining to the largest industry in the United States has ever been attempted, and the result bears eloquent testimony to both the knowledge and the industry of the editor. The volume is divided into three parts, of which

the first, under the title of "Packing-House Practice," treats exhaustively of classes of live stock—their breeds, grading, slaughtering, handling of the product, etc. A number of half-tones and diagrams illustrate the different types, market grades, cuts, and modern packing-plant construction. Part II is devoted to statistics, comprising practically everything bearing on the industry that it is possible to express in figures, and Part III is a complete trade directory of the principal meat-exporting countries. The book has 529 pages, and is provided with full indices.

VALUABLE BOOK ON RANGE PROBLEMS

In "Range and Pasture Management," Arthur W. Sampson, associate professor of range management and forest ecology at the University of California and formerly plant ecologist of the Forest Service, has given us an important contribution to the literature on pasture problems, with special reference to western conditions. In the preface to the book the author states its object to be "to provide systematic instruction for those who desire a practical working knowledge of the subject, as well as for those who wish to follow technical grazing work as a profession." This aim has been admirably fulfilled. Succinctly yet exhaustively the book deals with all the various questions that arise in the daily lives of the stockmen on the great plains and mountain lands. It is divided into four parts: "The Grazing Industry and Range Control," "Pasture Revegetation and Forage Maintenance," "Range and Pasture Protection," and "Pasture Improvements and Research Methods." Particularly valuable to the practical stockman are the chapters on poisonous plants.

This work is an excellent example of good typography and careful editing. It is profusely illustrated. (New York: John Wiley & Sons.)

NEED OF FOREST CONSERVATION

The Pacific-coast territory contains practically one-half of the remaining standing saw timber in the United States. Oregon leads with a stand of 403,000,000,000 board feet, Washington ranks second with a total of 334,000,000,000 board feet, and California comes third with 313,000,000,000 board feet. It has been estimated that, at the present rate of cutting in these three states, without replanting, and with forest-fire loss at "normal," the coast's standing timber supply will be exhausted in another thirty-five years.

At AUCTION

Colorado Springs
Colorado

August 16, 17, 18

2,000 white-face,
dehorned cattle.

Cattle ranches and
irrigated farms.

A part of the holdings of Mr. Henry Esser in the rich Fountain Valley, south of Colorado Springs.

I am offering for sale, on the dates mentioned, 200 white-face, dehorned steers, two's and three's, and 1,500 white-face native cows, a large percentage with calves.

Also the following lands:

Cattle ranch of 3,360 acres deeded land and 22,000 acres of school lease lying west of Buttes, Colo., three miles from loading stations on two railroads. A wealth of open, winter pasturage. One of the best-paying cattle propositions in the West.

2,500 acres grazing and farm land, almost adjoining Colorado Springs; all capable of corn and wheat cultivation without irrigation.

800 acres farming land under reservoir; two fine springs; partly in corn and alfalfa; improvements.

570 acres well-irrigated land, now cutting 300 tons of alfalfa; 250 acres in corn and other grains.

1,200-acre irrigated farm, known as the best crop proposition between Denver and Trinidad; 900 acres in corn, alfalfa, barley and wild hay; good improvements.

This is an exceptional opportunity to obtain excellent Colorado lands and cattle at cheap prices. I am selling mainly to reduce my present extensive holdings.

Should any buyer desire to occupy a fine residence at Manitou in connection with ownership in any of the above properties, I would be glad to discuss a possible deal for my present home, Briarhurst, at Manitou.

Auctioneers:

P. M. Gross, of Kansas City,
and assistants

Write me for particulars.

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THE WOMAN'S CORNER

FIRST IMPRESSIONS

[Mabel Compton]

FIRST IMPRESSIONS, we remember, are lasting ones. Our opinion of others, our attitude toward things or conditions, is likely to be molded and measured ever after by our reaction to our first impression. Bearing this in mind, what impression do we make upon the people we meet? Wherever we come in contact with others, a silent verdict is passed upon us—favorable or unfavorable. And our success and happiness in life depend a good deal upon the opinion that others form of us. Their actions toward us are in response to the impression we create—good, bad, or indifferent. Our appearance, voice, manner, bearing, all speak for us or give our limitations away. Are we just commonplace and uninteresting to others? Or have we taken the trouble to cultivate a pleasing poise, a gracious sincerity of manner, and a colorful personality that awakens interest, if not always admiration?

THE HEALTH HABIT

Health or ill-health is largely a matter of habit with us. Health is the result of many little points of right thinking and right living, repeated over and over again until they have become habitual and automatic. Every habit must have a beginning, and it is that beginning that is the hard part. That is why we drift along with so many undesirable habits. We cannot change them by the mere will or wish to do so. For a time it requires continued effort. But it is some consolation to realize that each repetition makes the right road easier to travel. Sufficient repetition will make the seemingly most difficult activities easy and natural, and a part of our daily living.

Good health is a matter of good habits. Study and analyze the habits of a man who is hale and hearty at seventy. Note the things that he does regularly, habitually, day after day. You will find, most likely, that he has had the health habit for many years. His eating, sleeping, exercise, bodily care, etc., long ago became matters of routine with him. To him they are the easiest, most natural form of living. It would be as hard for him to give up his health habits as it is for some of us to get rid of undesirable traits of character.

The point is, however, that, no matter if we have had the unfortunate habit of ill-health in the past, it is not at all impossible for us to overcome it by sincere, faithful, persistent effort to establish natural habits of living, in place of those that are the cause of our present lack of health. Merely dealing with the symptoms is almost a waste of time and

energy. The wise man strikes at the root of his difficulties, if he would overcome them. Curing the cause is the only infallible remedy for any disease. Health is priceless and not to be had too cheaply. But, once established, it is a man's life capital, from which he can sit back and rest easy, and enjoy a greater income of happiness than from any other investment.

SUCCESSFUL SEASONING

There are few meats, but many flavors. By combining different herbs and spices, one cut of meat may be served in many variations. It is the cheaper cuts of meat that are most in need of the addition of special seasonings—the finer roasts, chops, and steaks, as a rule, having a flavor of their own so distinctive and appetizing that the addition of other flavors is superfluous to the taste of many. But the poorer cuts may be fairly transformed into delicious and elegant dishes by the judicious use of a variety of seasonings.

In a well-stocked pantry we find thyme, bay leaves, summer savory, sage, peppercorns, and paprika, instead of merely salt and pepper. For vegetable seasoning, onion takes first place; but it will have an added relish if, instead of depending upon it entirely, we vary its use with celery, red or green peppers, tomatoes or carrots, parsley or dried mushrooms. The latter are expensive by the pound, but only a very small quantity is required to season a meat dish—and they keep indefinitely. Beef extract enriches gravies, sauces, soups, stews, hashes, etc., to such an extent that, once used, it seems indispensable.

RECIPES

Orange and Lettuce Salad

Peel and break into small pieces 3 medium-sized sweet oranges. Line bowl with leaves from chilled head of lettuce. Chop crisp heart of lettuce head into bits. Mix with orange and mayonnaise, to which have been added a few spoonfuls of whipped cream. Pile lightly in dish.

Walnut and Potato Salad

6 cold boiled potatoes (medium-sized)
 1/2 cupful walnut meats
 1/2 green pepper
 1 red beet
 3 or 4 small pickles
 Piece of celery
 1 head lettuce
 1 cupful thick boiled salad dressing

Chop potatoes, nuts, and beet together, and add shredded celery and green pepper. Mix with salad dressing, and press into mold. Chill for several hours, then turn out on lettuce leaves, and garnish with halved nuts, hard-boiled eggs cut in fancy shapes, and stars of beet.

Peanut Salad

1 head crisp lettuce
 1/2 pint shelled peanuts
 1 green pepper
 1 pimiento
 1 cupful French or boiled salad dressing
 Salt, pepper, paprika

Wash lettuce and separate leaves; then put away to chill. Remove seeds and white membrane from pepper, and cut in waferlike slices. Rub skins from nuts, and chop coarsely. When ready to serve, place lettuce in salad bowl, scatter pepper and nuts over it, and decorate with forms cut from pimiento. Serve with French or boiled salad dressing.

TIME TABLE FOR COOKING MEATS

Broiling

Steak (1 in. thick)..... 8-10 min.
 Fish (slices)..... 15-20 min.

Roasting

Rib of beef (per lb.)..... 10-15 min.
 Leg of mutton (per lb.)..... 10-15 min.
 Lamb (per lb.)..... 15-20 min.
 Veal (per lb.)..... 15-20 min.
 Chicken (per lb.)..... 15 min.
 Pork (per lb.)..... 25-30 min.

Boiling

Leg of mutton..... 2-3 hrs.
 Ham (12 to 14 lbs.)..... 4-5 hrs.

LETTER-BOX

We ranch women find a casserole the handiest dish we can own, because we never can tell when all the men will be in to dinner. The chap who comes in at 2:30 or 3:30 will find the contents of the casserole, which has been waiting in the oven, better than ever for the extra hour or so of cooking. The casserole is the easiest and best way of making a single hot dish of several odds and ends of meat and vegetables. It will convert the toughest piece of meat into a toothsome meal if given a good long morning in the oven. When all the ranch animals are too poor to eat, a pound can of salmon or sardines, or a can or so of wieners, with dry bread, cracker crumbs, or macaroni added, with seasoning and water to fill the casserole, will make a meat dish for six or eight when baked.—HAZEL T. VAN EATON.

THE KIDS' CORRAL

IT IS BETTER TO BE POLITE

[Evelyn Stein]

IT WAS MIDSUMMER DAY, and the Princess Florzibel was wandering about in the forest beneath the crag where stood the castle of the King, her father. That morning she had read in her painted story-book that, if on Midsummer Day you could find some seeds of the magic-fern and slip them in your shoes, you would become quite invisible and could watch the fairies as they played and danced. For everybody knows that on this day they have their grandest frolics; though, of course, they will not come out if they see any mortals about—that is why one must become invisible. When the Princess had read that, she had asked all the castle folks where to find the magic-fern; but no one knew. So she determined to look for herself. She had much trouble to get away from her governesses and ladies-in-waiting; but at last she managed to hide in the garden behind some lilacs, and then, darting to a little secret gate in the castle wall, she ran as fast as she could down the steep path leading to the forest. There she began to look for the magic-fern; but, as she knew little about plants, and not even the plainest fern, she wandered around till she was becoming very tired and cross. Presently she saw a small hut, and by it a little girl sitting on a rock, trying to reel some thread from a distaff in her hand, though the tears were running down her cheeks.

"Why are you crying?" asked Florzibel, crossly; for, though she often cried herself, she disliked seeing other people do so.

At this Katrina, the little girl, looked up rather frightened, as she saw the Princess in her handsome velvet dress standing haughtily before her. Then she stammered: "I—I am crying because I want to see the fairies play, and, though I have some seeds of the magic-fern, I have no shoes to put them in!"

"Oh-ho!" said Florzibel. "Where are they? Stop crying, and find them and give them to me at once! I am the Princess Florzibel!" She stood up very stiffly; and you can see from all this what a spoiled, disagreeable child she was.

Poor Katrina, who did not dream of

disobeying, held out a plantain leaf, in which she had folded the precious seeds; though she could not help a little sob of disappointment, for she had hoped that some day she might have some shoes to put them in.

"What!" said the Princess, as she snatched and counted the tiny brown things. "Only six? Naughty girl, you are keeping some back! Get them instantly!"

"O ma'm," said Katrina, "Mother Tuck, who is a very wise old woman and has gathered herbs for years, gave them to me, and she says that six are enough." Katrina did not add that Mother Tuck had given the seeds to her because she had been so kind to the poor dame, who was sick and bedridden and had no one to tend her. The old herb-gatherer had thought to give her a little pleasure, though Katrina had not liked to tell her that she had no shoes even for holidays.

"Well, I'll see if you are deceiving me!" said Florzibel, frowning as she bade Katrina untie the golden ribbons of her own little shoes of scarlet leather, and drop three seeds in each. When the shoes were again fastened and the Princess stood up, "Ha-ha-ha!" she laughed; for immediately she became invisible and began capering about, quite forgetting how tired she had been. She saw fairies scampering around everywhere, playing the oddest pranks; but she soon learned not to laugh out loud at them, for, though they could not see her, they pricked up their ears and whisked away at the sound of her voice. So she stepped softly till she came to a deeper part of the forest; and there, in a green glade, sat the Fairy Queen herself, surrounded by all her court and a great crowd of fairies, all dancing and singing and having the jolliest frolic imaginable. Florzibel sat down on the grass and for a long time stared and stared to her heart's content. After a while she began to criticise the little people, and when a fairy lady whirled past, dressed in red poppies and blue ragged-robins, "Hm," said the Princess scornfully, forgetting for a moment to be silent; "what a ridiculous dress!"

"Hark!" cried the Fairy Queen. "Some

ill-natured, invisible mortal is about! I dare say someone has found those tiresome fern-seeds! For the fairies do not like to be spied upon." Then she spoke up sharply: "Who are you?"

"I am the Princess Florzibel!" came the haughty answer; as if that settled the matter and no more was to be said.

"The Princess Florzibel!" repeated the Queen. "Why, then you are my god-child, though I have not seen you since you lay in your cradle and the King, your father, begged me to be your godmother. I gave you some good gifts then, and promised to make you handsome and bright, if you behaved yourself. Take off your shoes, so I can see you now!" As Florzibel, who disdained to untie her own shoes, showed no hurry to obey, "Take care!" said the Queen, frowning. "You know I can hang a plum-pudding to your nose, like the old woman in your story-book, by simply touching you with my wand."

At this Florzibel, though very angry, hurried to get off her shoes. As she became visible again, the Queen looked her over very coolly. "Hm," she said; "you seem a well-grown girl for your age." This was not what Florzibel liked, as she expected to be called very beautiful. "Now," went on the Queen, "tell me where you found those fern-seeds." The Princess was afraid not to answer, so was obliged to reply to all her questions, till the Queen had the whole story of the seeds. Then she said severely: "Florzibel, all this agrees with what I have heard about you—that, instead of being especially kind and gracious, as a Princess should, you are a very bad-mannered, spoiled child; and I have a great mind to punish you by making you go home in your bare feet."

"I won't!" shrieked Florzibel, in spite of her fear of the Queen.

"There, there, child, be careful! But I shall not be so hard on you. You may put on your shoes again, but first empty out those fern-seeds and wrap them in a plantain leaf." Then the Queen called a fairy to bring her two lady-slipper blossoms growing near by, and, touching these with her wand, they became a beautiful pair of shoes. Handing them to the Princess, "Take these," she said, "to Katrina with my compliments, and give her back the six fern-seeds, and tell her you are sorry you took them from her. Say to her that, while usually we do not like to have mortals watch us, if she wishes to come to our dance tonight, she may, and I will send her home safely. Tell her also to make three wishes. I shall send one of my fairies along to see that you obey me in every particular. And remember about the plum-pudding and your nose!"

Poor Florzibel, though beside herself with rage, was obliged to obey the Queen. The hardest part of all was to tell Katrina she was sorry about taking the seeds; but Katrina was so sweet and humble and amazed with it all that it was not nearly so bad to do as she had thought. She even began to like the little girl, who in her bewilderment scarcely knew what to wish for. When at last she declared she wanted a goat, because her mother had often said that if they had one they could have plenty of milk and cheese, "Pshaw!" said Florzibel. "Wish for a whole flock, and get as much as possible from that hateful Queen! Wouldn't you like a flock?" "Why, yes," said Katrina; "but I do not like to ask so much." "Yes, but now you've wished it without knowing it," said Florzibel triumphantly. And in the same way she got Katrina to wish for a beautiful holiday dress and a silver necklace. But Florzibel's face fell when the fairy whom the Queen had sent with her, though she could not see him, whispered in her ear with a merry laugh: "It is the King, your father,

who is to supply these wishes, not the Queen, who, you remember, simply told Katrina to make them. I am bearing a message to the King from your god-mother."

Of course, when the King heard about it all he was very angry, and so was Florzibel; but the end of it was that Katrina got her wishes, and both the King and Queen began to see that they should have Florzibel better taught. And by and by she was as sweet and polite a little Princess as anyone need wish to meet.

THE SPICE-BOX

Reason for Bait Removed.—"Now we're married he doesn't give me any more presents!"

"My dear, does a fisherman give bait to the fish he has caught?"—London Opinion.

A Friend No Longer.—Brown (showing a friend his car)—"I don't say she's much to look at, but you should see the way she takes a hill."

Friend (callously)—"Up or down?"—Boston Evening Transcript.

His Adopted Son.—A mother was questioning her little daughter, aged six. "Who is the father of the calf?" asked the mother.

"The bull," replied the youngster. "Who is the father of the duckling?" continued the mother.

"The drake," responded the child. "And who is the father of the kid?" "Charlie Chaplin!"—Tit-Bits.

He-haw.—Sam, a colored "slicker," sold Mose a mule. A few days later Mose told Sam the mule was blind.

"What makes yo' think dat dat mule is blind?"

"Why, I turned him loose in a field, and he ran right into a tree."

"Mose, that mule ain't blind. He just don't give a damn."—Judge.

An Alibi.—A soldier was being examined by a surgeon for a compound depressed fracture of the skull. The doctor placed his finger in the healed depression and, while doing so, asked the man numerous questions. Finally he asked: "Are you married?"

"No, sir," was the reply; "I was kicked there by a mule."—Ladies' Home Journal.

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TABLE OF CONTENTS

AUGUST, 1923

	Page		Page
THE DANISH BACON INDUSTRY.....	5	RANGE CATTLE MOVEMENT ON.....	15
By Tage U. Ellinger.		EDITORIALS.....	17
RANGE BEEF PROSPECTS.....	9	General Business Conditions.—The New Live-Stock Com- mission Rates.—Chicago Commission Men to Collect.— Large Importation of Canned Beef.	
By Victor H. Munnecke.		THE STOCKMEN'S EXCHANGE.....	20
A GUIDE TO MARKET VALUES OF BEEF CATTLE.....	10	WHAT THE GOVERNMENT IS DOING.....	22
By R. M. Hagen.		THE MARKETS.....	23
ORDERLY MARKETING AS FAR AWAY AS EVER.....	12	TRADE REVIEW.....	32
By James E. Poole.		FOREIGN.....	33
AWARD IN COMMISSION-RATE CASE.....	13	ROUND THE RANGE.....	36
CATTLE AND WOOL-GROWERS OF ARIZONA MEET.....	14	THE WOMAN'S CORNER.....	38

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